CASH BOX™

SEPTEMBER 5, 1987

NEWSPAPER $3.50

THE MOST COMPREHENSIVE ANALYSIS OF CURRENT HITS

THE CASH BOX RADIO REPORT

SHANICE

001447
CASH BOX
21 MUSIC CIRCLE EAST
NASHVILLE TN
37203
2-NV-0

WILSON

0 82791 19359 8 11

BAD

ON EPIC RECORDS,
CASSETTES
AND COMPACT DISCS.

Produced by
Quincy Jones for

Co-produced by
Michael Jackson for

MJJ PRODUCTIONS

"Epic" are trademarks of CBS Inc
© 1987 MJJ Productions Inc

Epic
OE 40400

CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

	Title Artist, Label, Number Producer (Songwriter)	L W	W O C
1	**LA BAMBA** LOS LOBOS (Slash/Warner Bros. 7-28336) M. Fraam (R. Valens)	1	10
2	**I JUST CAN'T STOP LOVING YOU** MICHAEL JACKSON with SIEDAH GARRETT (Epic 34-07253) Q. Jones (M. Jackson)	4	5
3	**WHO'S THAT GIRL** MADONNA (Sire/Warner Bros. 28341-7) Madonna, P. Leonard (Madonna, P. Leonard)	2	9
4	**I WANT YOUR SEX** GEORGE MICHAEL (Columbia 38-07164) G. Michael (G. Michael)	3	14
5	**DON'T MEAN NOTHING** RICHARD MARX (Manhattan B-50079) R. Marx, D. Cole (R. Marx, B. Galtsch)	5	13
6	**ONLY IN MY DREAMS** DEBBIE GIBSON (Atlantic 7-89322) F. Zarr (D. Gibson)	6	16
7	**DIDN'T WE ALMOST HAVE IT ALL** WHITNEY HOUSTON (Arista ASI-9616) M. Masser (Masser, Jennings)	13	6
8	**CAN'T WE TRY** DAN HILL (DUET WITH VONDA SHEPPARD (Columbia 38-07050) H. Medress, J. Capek (D. Hill, B. Hill)	9	13
9	**HERE I GO AGAIN** WHITESNAKE (Geffen 7-28339) K. Olsen (Caverdale, Marsden)	14	10
10	**WHEN SMOKEY SINGS** ABC (Mercury/PalyGram 888 604-7) M. Fry, M. White, B. Edwards (M. Fry, M. White)	16	10
11	**LOVE POWER** DIONNE WARWICK & JEFFREY OSBORNE (Arista AS-9567) B. Bacharach, C. B. Sager (B. Bacharach, C.B. Sager)	11	9
12	**IT'S NOT OVER ('TIL IT'S OVER)** STARSHIP (Grunt/RCA 5225-7-DCG) K. Olsen (R. Nevil, J.V. Tangeren, P.Galdstan)	12	11
13	**DOING IT ALL FOR MY BABY** HUEY LEWIS AND THE NEWS (Chrysalis VS4 43143) Huey Lewis And The News (P. Cody, M. Duke)	17	8
14	**ROCK STEADY** THE WHISPERS (Solar/Capitol B-70006) L.A., Babyface (Babyface, L.A., D. Ladd, B. Watson)	10	14
15	**LUKA** SUZANNE VEGA (A&M AM 2937) S. Addabba, L. Kaye (S. Vega)	7	14
16	**I HEARD A RUMOUR (FROM THE MOTION PICTUR DISORDELIES)** BANANARAMA (Landan/PalyGram 886 165-7) Stack, Aitken, Waterman (Dallin, Fahey, Woadward, Stack, Aitken, Waterman)	21	9
17	**I NEED LOVE** L.L. COOL J (Def Jam/Columbia 38-07350) L.L. Cool J, L.A. Passe (J.T. Smith, B. Erving-D. Pierce-D. Siman	31	4
18	**I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR** U2 (Island/Atlantic 7-99430) D. Lanois, B. Eno (U2)	8	13
19	**WHO FOUND WHO** JELLYBEAN (Chrysalis VS4 43120) Jellybean (P. Gurvitz)	23	9
20	**CARRIE** EUROPE (Epic 34-07282) K. Elsan (J. Tempest, M. Michaell)	37	5
21	**TOUCH OF GREY** GRATEFUL DEAD (Arista AS1-9606) J. Garcia, J. Cutler (Garcia, Hunter)	35	6
22	**LOST IN EMOTION** LISA LISA AND CULT JAM (Columbia 38-07267) Full Farce (Full Farce)	32	6
23	**ONE HEARTBEAT** SMOKEY ROBINSON (Motown 1897 MF) P. Bunetta, R. Chudacaff (S. LeGassick, B. Ray)	30	8
24	**HEART AND SOUL** T'PAU (Virgin 7-99466) R.T. Baker (C. Decker, R. Radgers)	15	19
25	**SHAKEDOWN (FROM BEVERLY HILLS COP II)** BOB SEGER (MCA 53094) H. Faltermeyer, K. Farsey (H. Faltermeyer, K. Farsey, B. Seger)	18	16
26	**PAPER IN FIRE** JOHN COUGAR MELLENCAMP (Mercury/PalyGram 888 763-7) J. Mellencamp, D. Gehman (J. Mellencamp)	33	4
27	**MARY'S PRAYER** DANNY WILSON (Virgin 99465) D. Bascombe (G. Clark)	29	13
28	**CROSS MY BROKEN HEART** THE JETS (MCA 53123) S. Bray, M. Verdick (S. Bray, T. Pierce)	19	14
29	**JUMP START** NATALIE COLE (Manhattan B 50073) R. Callaway, V. Callaway (R. Callaway, V. Callaway)	34	7
30	**LIES** JONATHAN BUTLER (Jive/RCA 1038-7-RAA) B. Eastmand (J. Butler, J. Skinner)	31	11
31	**U GOT THE LOOK** PRINCE (Paisley Park/Warner Bros. 7-28289) Prince (Prince)	37	7
32	**WIPEOUT (FROM THE MOTION PICTURE DISORDERLIES)** FAT BOYS (Tin Pan Apple/PalyGram 885 960-7) A. Cabrera, T. Maran (Latin Rascals The Surfaris)	36	9
33	**WHO WILL YOU RUN TO** HEART (Capital B- 38	39	4
34	**BACK IN THE HIGH LIFE AGAIN** STEVE WINWOOD (Island/ Warner Bros. 7-28472) R. Titelman, S. Winwaad (S. Winwaad, W. Jennings)	24	15
35	**LIVING IN A BOX** LIVING IN A BOX (Chrysalis LIB 1) R.J. Burgess (Vere, Piggat)	20	10
36	**GIVE TO LIVE** SAMMY HAGAR (Geffen/Warner Bros. 7-28314) S. Hagar, E. Van Halen (S. Hagar)	28	13
37	**RHYTHM IS GONNA GET YOU** GLORIA ESTEFAN AND MIAMI SOUND MACHINE (Epic 34-07059) Emilia, Jerks (G.M. Estefan, E.E. Garcia)	22	15
38	**CASANOVA** LEVERT (Atlantic 7-89217) R. Callaway (R. Callaway)	68	3
39	**LET ME BE THE ONE** EXPOSE (Arista AS1-9617) L.A. Martinee (L.A. Martinee)	53	4
40	**MAKING LOVE IN THE RAIN** HERB ALPERT (A&M AM 2949) J. Jam, T. Lewis (J. Jam, T. Lewis)	41	8
41	**FAKE** ALEXANDER O'NEAL (Tabu/Epic ZS4 07100) J. Jam, T. Lewis (J. Harris III, T. Lewis)	46	8
42	**NEVER LET ME DOWN** DAVID BOWIE (EMI America B 43031) D. Bawie, D. Richards (D. Bawie, C. Alamar)	48	5
43	**THE PLEASURE PRINCIPLE** JANET JACKSON (A&M AM-2927) M. Mair (M. Mair) 44040) R. Nevisan (D. Warren)	38	16
44	**JAM TONIGHT** FREDDIE JACKSON (Capital B-44037) P. Laurence (F. Jackson, P. Laurence)	35	11
45	**ALONE** HEART (Capital B-44002) Ran Nevisan (B. Steinberg-T. Kelly)	42	17
46	**SOMETHING REAL (INSIDE ME /INSIDE YOU)** MR. MISTER (RCA 5273-7-RAA) Mr. Mister, K. Killen (Page, Geargе, Lang)	60	3
47	**I WANNA DANCE WITH SOMEBODY (WHO LOVES ME)** WHITNEY HOUSTON (Arista ASI-9598) N.M. Walden (Merrill/Rubicam)	38	17
48	**VICTIMS OF LOVE** BRYAN ADAMS (A&M AM-2964) B. Adams, B. Clearmauntain (B. Adams, J. Vallance)	63	3
49	**BACK TO PARADISE** 38 SPECIAL (A&M AM 2955) J. Vallance, D. Barnes (Giralda, Vallance, Adams)	49	7
50	**IN MY DREAMS** REO SPEEDWAGON (Epic 34-07255) K. Cranin, G. Richrath, A. Gratzer, D. DeVare (K. Cranin, T. Kelly)	58	8
51	**DON'T LOOK DOWN-THE SEQUEL** GO WEST (Chrysalis BFV 41550) G. Stevenson (P. Cox, R. Drummie)	62	4
52	**MISFIT** CURIOSITY KILLED THE CAT (Mercury/PalyGram 888 674-7) S. Levine (Curiosity, T. Andersan)	61	6
53	**YOU ARE THE GIRL** THE CARS (Elektra 7-69446) R. Ocasek (R. Ocasek)	73	2
54	**OH YEAH** YELLO (Mercury/PalyGram 884 930-7) Yella ((Blank, Meler)	75	3
55	**BREAKOUT** SWING OUT SISTER (Mercury/PalyGram 888 016-7) P.S. O'Duffy (Swing Out Sister)	72	3
56	**BE THERE (FROM BEVERLY HILLS COP II)** THE POINTER SISTERS (MCA 53120) N.M. Walden (A. Willis, F. Galde)	57	5
57	**LITTLE LIES** FLEETWOOD MAC (Warner Bros. 7-28291) L. Buckingham, R. Dashut (C.McVie, E. Quinteia)	76	2
58	**SEVEN WONDERS** FLEETWOOD MAC (Warner Bros. 7-28317) L. Buckingham, R. Dashut (S. Stewart, S. Nicks)	28	12
59	**SINCE YOU'VE BEEN GONE** THE OUTFIELD (Columbia 38-07170) W. Wittman (J. Spinks)	45	13
60	**GIRLS, GIRLS, GIRLS** MOTLEY CRUE (Elektra 7-69465) T. Werman (Lee, Sixx, Mars)	51	15
61	**GOOD TIMES (From The Lost Boys)** INXS AND JIMMY BARNES (Atlantic 7-89237) M. Opitz (G. Young, H. Vanda)	49	11
62	**POINT OF NO RETURN** EXPOSE (Arista AS1-9579) L. A. Martinee (L.A. Martinee)	42	17
63	**I THINK WE'RE ALONE NOW** TIFFANY (MCA 53167) G.E. Tabin (R. Cardell)	82	2
64	**DON'T MAKE ME WAIT FOR LOVE** KENNY G (Arista ASI 9625) P. Glass (Glass, Afanasieff, Walden)	78	2
65	**DREAMIN'** WILL TO POWER (Epic 34-07199) B. Rasenberg (B. Rasenberg)	59	10
66	**ONE LOVER AT A TIME** ATLANTIC STARR (Warner Bras. 7-28327) D. Lewis, W. Lewis (R. Feldman, J. Scatt)	75	4
67	**HOLIDAY** THE OTHER ONES (Virgin 7-99428) C. Nell (Kilmek, Haffmann, Gottwald, Schwartz, Rusczunskl)	74	5
68	**MONY MONY** BILLY IDOL (Chrysalis VS4 43161) K. Farsey (T. James, R. Cardell, B. Blaam, B. Gentry)	DEBUT	
69	**JOHNNY B** HOOTERS (Columbia 38-07241) R. Chertaff (R. Hyman, E. Bazilian, R. Chertaff)	64	8
70	**WORLD WHERE YOU LIVE** CROWDED HOUSE (Capital B 44033) M. Fraam (N. Finn)	77	3
71	**IT'S A SIN** PET SHOP BOYS (EMI/Manhattan B-43027) J. Mendelsahn (Tennant, Lawe)	DEBUT	
72	**SOMETHING SO STRONG** CROWDED HOUSE (Capital B-5695) M. Fraam (N. Finn, M. Fraam)	47	18
73	**NOTORIOUS** LOVERBOY (Columbia 38 07324) B. Fairbairn, D. Mansfield (P. Dean, M. Rena, J. Ban Javi, R. Sambora, T. Cerney)	87	2
74	**DINNER WITH GERSHWIN** DONNA SUMMER (Geffen 7-28418) R. Perry (B. Russell)	83	2
75	**HE'S MY GIRL** DAVID HALLYDAY (Scatti Bras./Epic ZS4-0729) R. Wise, K. Bullard (R. Wise, K. Bullard, C. Bullard, R. Wise)	80	3
76	**ROCK ME** GREAT WHITE (Capitol B-44042) Niven, Lardie, Kendall (Kendall, Ressell, Niven, Lardie)	89	2
77	**WOT'S IT TO YA?** ROBBIE NEVIL (Manhattan B 50075) A. Sadkin (R. Nevil, B. Walsh)	44	15
78	**I DON'T THINK MAN SHOULD SLEEP ALONE** RAY PARKER Jr. (Geffen 7-28417) R. Parker Jr. (R. Parker Jr.)	84	2
79	**SONGBIRD** KENNY G. (Arista 1-9573) P. Glass (Kenny G.)	56	22
80	**SHATTERED GLASS** LAURA BRANIGAN (Atlantic 7-89245) Stack, Aitken, Waterman (B. Mitchell, S. Cae)	66	10
81	**THAT'S WHAT LOVE IS ALL ABOUT** MICHAEL BOLTON (Columbia 38 7322) K. Diamand (M. Balton, E. Kaz)	90	2
82	**I WON'T FORGET YOU** POISON(Enigma/Capitol B-44038) R. Brawde (B. Dall, C.C. DeVille, B. Michaels, R. Rackett)	DEBUT	
83	**I'VE BEEN IN LOVE BEFORE** CUTTING CREW(Virgin 7-99425) S. Thampsan, M. Barbiero (N. Eede)	DEBUT	
84	**HEARTACHE** PEPSI AND SHIRLIE (Polydar/PalyGram 885 470-7) P. Fearan, T. Fernanda (T. Fernanda, I. Fernanda, W. Brawn)	85	3
85	**BETCHA SAY THAT** GLORIA ESTEFAN and MIAMI SOUND MACHINE (Epic 34-07371) E. Estefan, L. Dermer, J. Galda, R. Vigil (L. Dermer, J. Galda, R. Vigil)	DEBUT	
86	**I'D STILL SAY YES** KLYMAXX (Constellation/MCA 53028) Fenderella (K. Edmonds G. Scelsa, Fenderella)	68	17
87	**HEAD TO TOE** LISA LISA AND CULT JAM (Columbia 38-07008) Full Farce (Full Farce)	67	22
88	**PAINTED MOON** THE SILENCERS(RCA 5220) D. Bascombe (O'Neill, Burns)	DEBUT	
89	**LET'S DANCE** CHRIS REA(Matawn 1900 MF) C. Rea, S. Eales (C. Rea)	DEBUT	
90	**HAPPY TOGETHER** THE NYLONS(Open Air/A&M 0024) V. Garay (G. Banner, A. Gardan)	DEBUT	
91	**KISS AND TELL** BREAKFAST CLUB (MCA 53128) M. Verdick, S. Bray (D. Gilray)	55	8
92	**SHOW ME THE WAY** REGINA BELLE (Columbia 38-07080) N. Martinelli (W. Patts, Jr., J. Galla, S. Pamerantz)	71	8
93	**WHY CAN'T I BE YOU?** THE CURE (Elektra 7-69474) D. Allen, R. Smith (Smith, Gallup, Thampsan, Williams, Talhurst)	70	11
94	**HAPPY** SURFACE (Columbia 38 06611) D. Canley, D. Tawnsend, B. Jacksan (D. Tawnsend, B. Jacksan, D. Canley)	69	16
95	**DON'T DISTURB THIS GROOVE** THE SYSTEM (Atlantic 7-89320) The System (M. Murphy, D. Frank)	79	22
96	**HEARTS ON FIRE** BRYAN ADAMS (A&M AM-2948) B. Adams, B. Clearmauntain (B. Adams, J. Vallance)	86	13
97	**SAY YOU REALLY WANT ME** KIM WILDE (MCA 53130) R. Tempertan, D. Rudalph, B. Swedien (D. Sembella, D. Rudalph, D. Spencer, Jr.)	81	8
98	**RUNNING IN THE FAMILY** LEVEL 42 (Palydar 885 957-7) W. Badarou, Level 42 (M. King, W. Badarau, P. Gould)	88	5
99	**WHY YOU TREAT ME SO BAD** CLUB NOUVEAU (Warner Bros. 7-28360) J. King, T. McElray, D. Faster (J. King, T. McElray, D. Faster)	91	14
100	**KISS HIM GOODBYE** THE NYLONS (Open Air/A&M OS-0022) B. Henderson(D. Frashuer, G. DeCarla, P. Leka)	93	18

ALPHABETICAL LISTING ON INSIDE BACK COVER

CASH BOX

THE INTERNATIONAL MUSIC/COIN MACHINE/HOME ENTERTAINMENT WEEKLY — VOLUME LI—NUMBER 11, SEPTEMBER 5, 1987

CASH BOX

GEORGE ALBERT
President and Publisher

MARK ALBERT
Vice President and General Manager

SPENCE BERLAND
Vice President

J.B. CARMICLE
Vice President

SAM DURHAM
Vice President

ROBERT LONG
Director Black/Urban Marketing

KEITH ALBERT
Manager, Charts and Research

SHARI CHAMBLISS
Production Manager

New York Editorial
LEE JESKE, Bureau Chief
PAUL IORIO

Los Angeles Editorial
ROB YARDUMIAN
TOM DE SAVIA

Research
CECIL HOLMES III, TOM CHANG
BILL JACKSON, GENE FERRIS
KERRY DAY, KEVIN COOGAN

Radio Report
TOM DE SAVIA Manager, Pop
BOB LONG, Manager, Black Contemporary
SANDY DAENS, Manager, Country

RICHARD F. D'ANTONIO
Director Nashville Operations

Nashville Editorial/Research
JOE HENDERSON, Editor
SANDY DAENS
KEVIN HUGHES
CECILIA WALKER

PUBLICATION OFFICES
NEW YORK
330 W. 58th Street (Suite 5D)
New York, NY 10019
Phone: (212) 586-2640
Cable Address: Cash Box NY
Circulation
NINA TREGUB, Manager

HOLLYWOOD
6464 Sunset Blvd. (Suite 605)
Hollywood, CA 90028
Phone: (213) 464-8241

NASHVILLE
21 Music Circle East, Nashville TN 37203
Phone: (615) 244-2898

CHICAGO
CAMILLE COMPASIO, *Coin Machine, Mgr.*
1442 S. 61st Ave., Cicero IL 60650
Phone: (312) 863-7440

WASHINGTON, D.C.
EARL B. ABRAMS
3518 N. Utah St.
Arlington VA 22207
Phone: (703) 243-5664

ARGENTINA – MIGUEL SMIRNOFF
Lavelle 1569, Pico 4, Of. 405
1048 Buenos Aires, Argentina
Phone: 45-6948

AUSTRALIA – ALLAN WEBSTER
37 Shelley Street
Elwood, Australia
Phone: 0305315026

BRAZIL – CHRISTOPHER PICKARD
Av. Borges de Mederios, 2475
Apt. 503, Lagoa
Rio de Janiero, Brazil
Phone: 294-8197

ITALY – MARIO DE LUIGI
"Musica e Dischi" Via De Amicis 47
201233 Milan, Italy
Phone: (902) 839 18-37/832-79-37

JAPAN – Adv. Mgr., SACHIO SAITO
Editorial Mgr., KOZO OTSUKA
2-chome, 11-1, Shinbashi, Minato-ku
Toyko Japan, 105
Phone: 504-1651

UNITED KINGDOM – CHRISSY ILEY
Flat 3, 51 Cleveland Street
London W1P 5PQ England
Phone: 01-631-1626

CASH BOX (ISSN 0008-7289) is published weekly by Cash Box, 330 W. 58th Street, New York, N.Y. 10019 for $125.00 per year. Second class postage paid at New York, N.Y. and additional mailing offices.

2/3 Copyright 1986 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention.

POSTMASTER: Send address changes to Cash Box, 330 W 58th Street, New York, N.Y. 10019.

EDITORIAL

A NEW LOOK AT THE OLD BOTTOM LINE

While there is no doubt or argument about radio's contribution to the development and growth of artists, both new and established, on a first exposure basis, the bottom line and final figure is always measured in the profit and loss column, a function measured only by sales.

We at CASH BOX, have always had a firm and unshakable commitment to the retailer, the one stop, the rack jobber, the giant national chain and the little mom and pop store in the neighborhood. Well, today we not only confirm that commitment but, wish to further increase it.

For our industry to show major growth and development for the future, new and exciting methods of communicating with and to the retailer, how ever large, how ever large, how ever small, must be developed and implemented. We are reviewing and developing new and exciting programs to accomplish these goals. Not only will we be increasing the numbers and types of outlets that we survey each week for information in helping us compile our charts, but testing newer and better ways to get information to and from retail locations by quicker and more reliable means.

We are most interested in hearing from retailers at all levels and from all parts of the country. We would like you to tell us what kind of additional information you wish to read and what kind of additional information you would like to make available to your contemporaries through the pages of CASH BOX.

In any event, retail activity is the life blood of our industry and we at CASH BOX are ready to inject the adrenaline and renew the emphasis on and for our friends at retail.

CONTENTS

Cover Story / 10
Executives On The Move / 7
Album Releases / 9
Single Releases / 8
Sounds & Visions / 16-17
Pop Radio / 20-26
Black Cont. Radio / 23-24
Country Radio / 25-26

COLUMNS
Points West / 10
East Coastings / 11
On Jazz / 15
Audio/Video / 16
Nashville Notables / 28
The Beat / 13

DEPARTMENTS
News / 6, 7, 32
Black Contemporary / 12-13
Dance / 14
Video / 16
Talent On Stage / 10
Country / 27-30
Coin Machine / 33-34
Classifieds / 35

CHARTS
Top 40 Jazz Albums / 15
Top 75 Black Cont. Albums / 13
Top 100 Black Cont. Singles / 12
Top 100 Singles / 4
Top 200 LP's / 18-19
Top 40 Videocassettes / 16
Top 40 Compact Discs / 17
Top 50 Country Albums / 27
Top 100 Country Singles / 29
Top 75 12" Dance Singles / 14

TOP POP DEBUTS

SINGLES

68
MONY MONY
Billy Idol–Chrysalis

ALBUMS

113
DAN HILL
Dan Hill–Columbia

#1
POP SINGLE
LA BAMBA
Los Lobos
Slash/Warner Bros.

#1
B/C SINGLE
CASANOVA
Levert
Atlantic

#1
COUNTRY SINGLE
MAKE NO MISTAKE, SHE'S MINE
Kenny Rogers/Ronnie Milsap
RCA

#1
JAZZ
COLLABORATION
George Benson/Earl Klugh
Warner Bros.

#1
COMPACT DISC
INTO THE DARK
Grateful Dead
Arista

#1
POP ALBUM
WHITESNAKE
Whitesnake
Geffen

#1
B/C ALBUM
BIGGER AND DEFFER
L.L. Cool J
Def Jam/Columbia

#1
COUNTRY ALBUM
BORN TO BOOGIE
Hank Williams, Jr.
Warner Bros./Curb

#1
12" SINGLE
WHO'S THAT GIRL
Madonna
Sire

WINNER'S CIRCLE

CASANOVA
Levert
Atlantic

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

CURIOSITY KILLS 'EM – PolyGram execs gathered backstage with Curiosity Killed The Cat, after the British band's recent Cat Club performance in New York. Pictured (l - r, back row): Julian Brookhouse, guitarist; Ben Volpeliere-Pierrot, lead singer; Jim Urie, vp, national sales and branch distribution; Jeff Sydney, sr vp and gen'l mgr, west coast operations; Holly Browde, dir, bus affairs; Harry Anger, sr vp, mkt'g; Mig Drummond, drummer; Ted Green, sr vp bus affairs; Len Epand, sr vp, PolyGram Music Video; and Bob Jamieson, exec vp, mkt'g and sales. Pictured (l - r, front row): Nick Thorpe, bassist; Dick Asher, pres and CEO; and Marty Diamond, prod mgr.

Michael Jackson Does Good: Provides 40 UNCF Scholarships

NEW YORK–Michael Jackson has provided 40 scholarships for the 1987-88 academic year through the United Negro College Fund, making the total of such grants to 97 since Jackson formed the Michael Jackson Scholarship Fund in 1985. The 40 students are to be selected by a special Michael Jackson Scholarship Fund Committee.

The MJSF provides financial assistance for a select number of "talented and gifted" students in the performing arts (with an emphasis on music) and communications. To be eligible for assistance, students must be nominated by UNCF institutions.

The Ramones And X Spur Return To No-Frills Rock

By Paul Iorio

NEW YORK – If punk is old enough to be dead, isn't it also old enough to be revived? After all, disco happened at about the same time and it has recently re-emerged. On this eleventh anniversary of the short-lived movement, people have been throwing dirt on top of punk. But new albums by X and the Ramones capture the spirit of the genre with a brand of no-frills rock that once again presents a challenge to the mainstream.

The Ramones single-bandedly invented punk in 1976, and X is largely responsible for popularizing a variation of it on the west coast with their 1980 debut album, "Los Angeles" (Slash). Now, nine albums later, the Ramones have let loose "Halfway To Sanity" (Sire), and X has returned with a sixth album, "See How We Are" (Elektra).

Neither album represents a real departure for either band, though both records sound surprisingly fresh in contrast to much of what is currently on the charts. Several new Ramones tracks, including "Bop Till You Drop" and "Death Of Me," rank with their best work of the eighties; and X's "See How We Are" presents a stripped-down revved-up variety of west coast rock 'n' roll.

Though both bands have failed to

(continued on page 32)

CAUSE FOR JOY – CBS Associated Records has announced the signing of singer/songwriter Joy Winter to a long term exclusive recording contract. Her first release for the label is due shortly. Pictured at the signing (l - r): Mitch Tenzer, dir bus affairs, CBS Records; entertainment attorney Alan Arrow; Tony Martell, vp and gen'l mgr, CBS Associated labels; Joy Winter; and John Luongo, her mgr.

EMI-Manhattan Makes It Official

NEW YORK – EMI-America Records and Manhattan Records have officially become EMI-Manhattan Records. EMI, under the leadership of ceo Sal Licata, will be headquartered in New York, with fully staffed sales, promotion, A & R and publicity departments in the former EMI-America building in Los Angeles. Said Licata: "The streamlined name and newly designed logo {"EMI" worked into the existing "Manhattan" logo} strengthen the identity of our newly merged label."

System To Test In Stores In November

Enigma Inks With Personics

By Rob Yardumian

LOS ANGELES - Enigma Records has signed an agreement with the Personics Corporation to distribute selected releases through the revolutionary Personics System, which allows retail customers to create personalized, high-quality cassettes at various music retail locations. Four test machines will be unveiled in San Francisco area stores in November.

Along with the Enigma Records agreement, Personics has already secured the support of major labels like Warner Brothers, Capitol, Atlantic, Manhattan, and Elektra/Asylum.

Commenting on the agreement, Enigma president Wesley Hein told *Cash Box* "We're really glad to be the first independent involved. We're real strong believers in the system. To me, it makes a lot of intrinsic sense. We really want to be a major player in Personics." Enigma plans to initially involve "about 25 to 50 titles" according to Hein, with emphasis on current product. He anticipates that the metal band Stryper will be Enigma's major drawing card for teens using the system.

Personics president Charles Garvin is equally glad to have Enigma on board, stating "While Personics will shortly be announcing a number of other corporate partnerships, we have been working with Enigma longest, and are happy to announce their participation first among independent labels. We feel that Enigma as a company represents the kind of leadership that will set key directions for this industry over years to come, and we therefore see this as a completely natural affiliation for Personics."

The major advantage of The Personics System is that it is an affordable, high-quality alternative to home taping that will allow record labels and artists to recoup some of the millions of dollars in royalties lost each year in home taping. With the system, consumers will have the chance to preview and select music from a vast digital library located in the stores. Additionally, labels will have the opportunity to spotlight some of their lesser known artists through the in-store preview system. As Hein says, "If someone is cruising in to make a best of Madonna tape, and they look down and see one of our artists, say Agent Orange, maybe they'll click on an Agent Orange tape just to see if they like it. It's kind of a low-cost way for people to experiment with Enigma records. Our aim in this is not primarily 'let's combat home taping' as much as 'this is a great way for people to sample Enigma records.' "

Greg Ballard, Personics' vice president of business affairs, told *Cash Box* that the first four machines will be rolled out in the southern San Francisco area in November, providing the industry a valuable opportunity to observe the system in action before it goes nationwide. "The basic idea is to run them for three to six months, principally to establish the technology. We know the technology works, it's just a question of what breaks first. Before we start manufacturing these things en masse, we want to make sure we have the design right."

Two of the largest retail chains in the country, The Musicland Group and Wherehouse Entertainment, Inc., have signed up to participate in the program. Ballard said that more chains have expressed interest in participating, but with the program still in its infancy, the two initial chains are the only ones officially signed at present. "We've had conversations

(continued on page 32)

RISING STAR – A&M recording artist Maria Vidal was recently feted at New York's Catch A Rising Star. Vidal, who recently released her A&M debut album, is pictured at far left with (l - r): Richard Fields, mgr.; Michael Leon, sr vp of east coast operations, A&M.

VCR And Camcorder Sales Shows Gains In July

CHICAGO – Sales of videocassette recorders (VCRs) and camcorders advanced in July, according to the Washington-based Electronic Industries Association (EIA). Sales of camcorders, currently the fastest-growing home video product, topped 116,000 units last month, a 22 percent gain compared with July of 1986. For the first seven months, nearly 700,000 camcorders have been sold to dealers, a 44 percent jump relative to the same period a year ago.

VCRs showed strength in July as well, expanding 10 percent to some 916,000 units. On a year-to-date basis, more that 6.6 million VCRs have been sold to dealers, a fractional increase over the 6.5 million units sold during the first seven months of last year.

EIA predicts that during the calendar year 1987, 13.7 million VCR's will be sold to dealers, 1.6 million of them camcorders. By year's end, EIA estimates that at least 50 percent of American households will own VCRs.

Color TV sales in July slipped fractionally, but year-to-date exceed 10 million units, a 7 percent improvement over last year. If this growth can be maintained, 1987 will go into industry record books as the best year in the 34-year history of this flagship product.

On the negative side of the ledger, sales of projection and black and white TVs declined 11 percent and 14 percent, respectively.

***PETTY GOLD**–MCA recording artist Tom Petty was presented a gold record by MCA Records Canada following a show in Toronto at Kingswood Music Theatre for his latest albumk, "Let Me Up (I've Had Enough)." Pictured above (l-r) are: Peter Diemer, MCA; Heartbreaker Mike Campbell; Petty; Lesley Soldat, MCA; and Doug Spence, MCA.*

15 YEARS AGO IN CASH BOX

September 9, 1972–Talent on Stage: One-to-One Benefit, Madison Square Garden. One-to-One was a benefit concert to improve the substandard living conditions at Willowbrook and other similar institutions for the mentally retarded. It was the brainchild of **John Lennon & Yoko Ono**, who performed the feature set backed up by **Elephant's Memory**...Who is John Lennon, anyway, now that the dream is over? Was he only sleeping yesterday and today is he awake? **The Beatles** used to be a cause, but now that they are no more, John has found another worthwhile cause...This show not only helped the retarded children, it also gave Lennon a great reason for performing. After all, how can an ex-Beatle superstar be so common and capitalistic as to perform for money under normal, common circumstances?...The evening became more than a musical show, it was an event. While **George Harrison**'s Bangladesh event revolved around the many different personalities all interacting at once on stage, John Lennon's happening focused into the narrower but more personal level of his own performance. This came out especially during "Mother," a song that bared John's innermost feelings. "Imagine" struck a sympathetic chord amongst the listeners, and was tastefully punctuated by rave-ups such as "Well, Well, Well" and the **Presley** classic, "Hound Dog." ("Elvis, I love ya!" John shouted during the song). It's easy to see how Lennon helped the Beatles to make it originally. He's a born performer, with super smooth stage moves that come from a precision sense of rhythm and plenty of aggressive drive. He knows exactly which vocal phrasings will capture listeners and at which time. His guitar work is a powerful vehicle when it comes to pushing a group sound out into the audience; he plays conteptually with tone and clever parts, rather than just mechanical riffs. Most of all, his presence on stage simply demands attention–John Lennon has the knack of getting people to watch him.

EXECUTIVES ON THE MOVE

DeNigris Randolph Trim-DaCosta Krumper

DeNigris, Randolph Appointed–Dan DeNigris has been appointed vice president, promotion, Epic/Portrait/CBS Associated Labels, as announced by Ray Anderson, senior vice president, marketing, Epic/Portrait/CBS Associated Labels. DeNigris will be responsible for supervising all phases of pop promotion for E/P/A single and album product, including CHR and AOR radio formats, music video outlets and clubs. Madeline Randolph has been appointed associate director, Black Music A&R, Epic/Portrait Records, as announced by Bernie Miller, vice president, Black Music A&R, Epic/Portrait Records. Randolph will be involved in all aspects of talent acquisition, development and repertoire, based in Epic/Portrait's West Coast offices.

Trim-DaCosta Appointed–Sandra Trim-DaCosta has been appointed director, product marketing, East Coast, Columbia Records, as announced by Jack Rovner, vice president, marketing, East Coast, Columbia Records. Trim-DaCosta will be responsible for developing and implementing marketing campaigns for selected artists on Columbia's East Coast roster.

Krumper Tapped–Wayne Isaak, executive director of publicity, has announced that Michael Krumper has joined A&M Records as East Coast director of publicity. Based in A&M's New York office, Krumper will coordinate press for all of the label's acts. He moves to his new position from Relativity Records, where he was national director of publicity.

Metcalfe Appointed–Ornetta M. Barber, director of black music marketing for the Warner/Elektra/Atlantic Corportation, announces the appointment of Tyrone E. Metcalfe as western regional black music marketing manager. Metcalfe was most recently the western regional marketing representative/R&B for Arista Records.

Alston Appointed–Passport Records has appointed Howard Alston to national jazz promotion director for their west coast office in Glendale, California. Alston was national R&B and Jazz buyer for the Warehouse Records retail chain.

Roberts Named–Primus Robinson, vice president black music and Earl Hutchinson, national director black music marketing and promotion, Elektra Records, announce the appointment of Barry Roberts to the black music marketing and promotion team. Roberts comes to Elektra from WEA sales office, New York City where he held a position of sales representative.

Pleasants Appointed–Brent Gordon, Los Angeles branch manager for the Warner/Elektra/Atlantic Corporation, announced the appointment of Lonnie Pleasants as sales representative for the Los Angeles sales territory.

Cox Named–Denise Cox has been named staff writer, media & artist relation, for Capitol Records where she will initiate all written publicity materials for Capitol artist and recorded music.

Rumsey Named–Gene Rumsey has been promoted to the newly created position of director, video marketing & licensing, C.E.M.A. (Capitol/EMI America-Manhattan/Angel), it was announced by Dan Davis, vice president, video distribution & sales. In his new position, Rumsey is responsible for the creation and implementation of video sales programs with the company's label suppliers and customers.

Changes At Chappell/Intersong–Linda Blum has been promoted to vice president, creative, for Chappell/Intersong Music Group-USA. Marla McNally has been promoted to vice president, talent acquisition for Chappell and Intersong International, U.S.A.

Howe Named–Bones Howe has been named senior vice president, music, at Columbia Pictures, it was announced today by Fred Bernstein, president of worldwide production. With this promotion, Howe will become responsible to Columbia's feature production department, reporting directly to Bernstein.

Stiernberg Appointed–A.J. Menozzi, president of dbx, has announced the appointment of John E. Stiernberg as national sales manager for dbx Professional Products. Stiernberg had been Pro Division national sales manager for Bose Corporation since 1981.

SINGLE RELEASES

OUT OF THE BOX

U2

Where The Streets Have No Name (4:46) – Island 7-99408 – Chappell Music/ASCAP – U2 – Producers: D. Lanois-B. Eno

Third single culled from the smash "Joshua Tree" LP is this achingly beautiful rocker. As always, U2 have captured incredible raw emotion and power and translated them brilliantly to vinyl. The first two singles reached #1, chances are this one will follow suit.

OUT OF THE BOX

GLORIA ESTEFAN AND MIAMI SOUND MACHINE

Betcha Say That (3:40) – Epic 34-07371 – Foreign Imported Productions & Pub/BMI – L. Dermer-J. Galdo-R. Vigil – Producers: Emilio & The Jerks

Catchy follow-up to "Rhythm Is Gonna Get You" should garner instant Top 40 attention - with A/C outfits to follow almost immediately. Vocalist Estefan shines on this upbeat, playful pop number. Should capture the attention of nearly all demographics.

OUT OF THE BOX

SUZANNE VEGA

Solitude Standing (3:59) – A&M AM-2960 – Waifersongs-AGF Music/-ASCAP – S. Vega-M. Visceglia-A. Sanko-M. Shulman-S. Ferrera – Producers: S. Addabbo-L. Kaye

Vega's compelling lyrics and masterful storytelling are captured in the hauntingly beautiful title cut from her recent Top 10 LP. Following up her first chart success with "Luka," Vega delivers an emotionally packed mid-tempo number sure to score well at both A/C and Top 40 radio.

NEW AND DEVELOPING

THE INSIDERS

Ghost On The Beach (3:36) – Siegle Yerkins Music-Stone Diamond Music/BMI – J. Siegle-G. Yerkins – Producer: J. O'Rourke

Programmers, listen for this debut single from exceptional new rock and roll outfit. Song has strong AOR and Top 40 power, and should generate favorable listener response quickly. Driving melody and strong hook should propel this tune (and band) to instant recognition.

FEATURE PICKS

BOYS DON'T CRY Who The Am Dam Do You Think You Am (4:01) – Atlantic 7-89196 – MCA Music/ASCAP-Legacy Music/MCPS – B. Chatton-N. Richards-J. Seopardie – Producers: A. Lee-Boys Don't Cry

Band had success last year with the indie release "I Wanna Be A Cowboy" and should garner more attention this time around. Unforgettable lyrics!

TAJA SEVELLE Love Is Contagious (3:42) – Paisley Park/Reprise 7-28257 – Ow Music/ASCAP – T. Sevelle – Producer: Bennett

Exceptional vocalist glows on this outstanding pop number. Sevelle's style brings to mind a mellow Rickie Lee Jones. Big things are sure to come...

ANGELA WINBUSH Angel (4:54) – Mercury/PG 888 831-7 – Angel Notes Music/ASCAP – A. Winbush – Producer: A. Winbush

Singer/songwriter/producer/arranger Winbush possesses one of the most amazing voices heard in recent years. This talented lady should achieve success ala Anita Baker.

MILLIONS LIKE US Guaranteed For Life (4:09) – Virgin 7-99412 – Virgin-Nymph Music/BMI – Millions Like Us – Producer: H. Wolinski

Laid back yet amazingly powerful tune should cross top 40 to AOR to A/C. Lead vocalist is outstanding...

SQUEEZE Hourglass (3:16) – A&M AM-2967 – Virgin Music/ASCAP – Difford-Tilbrook – Producers: E. Thorngren-G. Tilbrook

Difford, Tilbrook and company return with this dance-tinged pop tune. May finally garner the U.S. attention they so richly deserve.

HIPSWAY Long White Car (4:15) – Columbia 38-07330 – Virgin-Nymph Music/BMI – J. McElhone-G. Skinner-H. Travers – Producer: P. Galdstan

Ballad should generate immediate A/C acceptance, with Top 40 radio assured to benefit as well.

BEE GEES You Win Again (3:54) – Warner Bros. 7-28351 – Gibb Bros. Music-Unichappell Music/BMI – B. Gibb-R. Gibb-M. Gibb – Producers: A. Mardin-B. Gibb-R. Gibb-M. Gibb

The Brother's Gibb have returned with producer Mardin (Chaka Kahn, Scritti Politti), delivering a melodic soft-pop number guaranteed to see instant attention.

ROCK AND HYDE Middle Of The Night (4:00) – Capitol P-B-44070 – Screen Gems EMI-Rock and Hyde Music/BMI/PROCAN – B. Rock-P. Hyde – Producers: B. Fairbairn-B. Rock-P. Hyde

Strong vocal work and tight harmonies highlight this potent rock/pop tune. Watch for AOR radio to benefit first with Top 40 to follow.

CHARLIE SEXTON In Deep (3:32) – MCA 53168 – Famous Music-Unicity Music-Sextunes Music-Yellow Brick Road Music-Vale Vista Music/ASCAP – C. Sexton-S. Wilk – Producer: K. Forsey

Sexton's driving guitar work propels this forceful rock/dance tune culled from "Beverly Hills Cop II" soundtrack LP.

GLEN BURTNICK Follow You (3:42) – A&M AM-2968 – Hampstead Heath Music-Colgems EMI Music/ASCAP – Burtnick-Ponti – Producers: G. Burtnick-D. Prater

AOR should take notice of the talented Burtnick immediately, hopefully Top 40 radio will not be far behind...

RECORDS TO WATCH

JACKIE WILSON Reet Petite (2:41) – Columbia 38-07329 – Lena Music/Regent Music/BMI – T. Carlo-B. Gordy – Producer: not listed

ERASURE Victim Of Love (3:38) – Sire/WB 7-28238 – Sonet Pub. Ltd.-Emile Music/ASCAP – Clarke-Bell – Producer: Flood

MARC JORDAN This Independence – RCA 5274-7-RCA – WB Music/BMI-Jamm Music-Bibo Music/ASCAP – M. Jordan-J. Capek – Producers: P. Devilliers-K. Bullard

EDDIE CHACON All You Need Is Love (3:56) – Columbia 38-07366 – Northern Song Ltd.-Blackwood Music-ATV Music/BMI – J. Lennon-P. McCartney – Producers: E. Chacon-V. Clare

BAR-KAYS Certified True (4:30) – Mercury/PG 888 837-7 – Bar-Kays Music-Warner Tamerlane Pub.-Arrival Music/BMI – R.J. Rice-D. Leitta-L. Dodson – Producer: R.J. "The Wiz"

STEVE ARRINGTON Stone Love (3:54) – Manhattan P-B-50098 – Konglather Music-Freytown Road Pub./BMI – S. Arrington – Producers: S. Arrington-J. Douglas

THE ISLEY BROTHERS Come My Way (4:21) – Warner Bros. 7-28241 – A La Mode Music/ASCAP – A. L. Winbush-R. Moore – Producers: The Isley Brothers-A. Winbush

ALBUM RELEASES

OUT OF THE BOX

JOHN COUGAR MELLENCAMP
The Lonesome Jubilee–Mercury/PG 832 465-1 Q-1–Producers: Mellencamp/Gehman–Bar Coded

Jagged, earthy tales of hard times stretched taut on the welfare wire. This heartland rocker has matured into one of our leading chroniclers of domestic strife, weaving his sagas of hope and despair against the wide spaces and open air of Don Gehman's deadly production. Leading edge is still the guitar/drum interplay, but fiddle, accordian and female backing vocals work in counterpoint, sparking stark scenarios into bona fide, guileless life silhouettes.

OUT OF THE BOX

LOVERBOY
Wildside–Columbia OC 40893–Producer: Bruce Fairbairn–Bar Coded

More propulsive, anthemic gloss-rock from Canadian veterans. This time they're taking no prisoners - this is a hard-charging, no holds barred effort destined to ring registers everywhere. The first single, "Notorius," is already off and running with a singles chart bullet.

OUT OF THE BOX

THE CARS
Door To Door–Elektra 60747-1–Producer: Ric Ocasek–Bar Coded

Despite the solo success of Benjamin Orr, this new record is all Ric Ocasek. With the band's original quirky edges essentially smoothed out by the rich production sheen, this one is a fastball right down the middle of the plate, destined for major mainstream acceptance at radio and retail. First single, "You Are The Girl," was second most added single last week.

NEW AND DEVELOPING

INSIDERS
Ghost On The Beach–Epic BFE 40630–Producer: Jay O'Rourke–Bar Coded

Sparkling debut platter from Chicago club faves. The basic guitar/harmony approach is nothing new, but topflight songwriting and punchy production set it atop the genre ladder. From the catchy vigor of the title track single to the resigned minor chords of "Love Like Candy," these grooves spell potential with the capital P.

FEATURE PICKS

DAVE ALVIN–Romeo's Escape–Epic BFE 40921–Producers: Berlin/Linett–Bar Coded

Former Blasters and X guitarist breaks free on his first solo LP, backed by his new crew The Allnighters. Thoughtful, soul-searching country-ish balladry vies for space with full-bore, gut-busting rockers guaranteed to jumpstart any reluctant pacemakers.

DeBARGE–Bad Boys–Striped Horse SHL 2004–Producers: DeBarge/C. Nasi–Bar Coded

Without the support of El, Chico, or Bunny, the four remaining brothers use this chance to strut their stuff. The bopping, hopping good-time feelings of the first single, "Dance All Night," are echoed throughout the cool, funkified grooves.

THE TEXTONES–Cedar Creek–Enigma ST-73268–Producers: M. Stone/Textones–Bar Coded

A passionate collection of committed, country-flavored rock with roots deeper than just the hundred foot palms dotting the Textones' home base of L.A. Carla Olson has the voice - warm and big enough to carry the message back to the Texas plains.

THE RAILWAY CHILDREN–Reunion Wilderness–Virgin 90636-1 – Producers: Railway Children/Johnson/Garside–Bar Coded

Young British quartet with an airy, fresh, essentially acoustic approach reminiscent of Aztec Camera or early Icicle Works. This collection of singles and an EP is released stateside for the first time.

WENDY AND LISA–Columbia BFC 40862–Producers: Wendy and Lisa/Bobby Z.–Bar Coded

Talented and titillating tandem, previously Prince protegees, let loose on their own. Lushly produced, reflectively written, this record has the power to surprise most listeners.

SURF MC'S–Surf Or Die–Profile PRO-1235–Producer: Norman Kerner–Bar Coded

The next logical step - a brash, bratty concoction of rap, grunge guitar, and surf music. Should hit both wave and sidewalk surfers with abandon.

LOLITA POP–Virgin 90620-1–Producer: Stefan Glaumann–Bar Coded

Swedish pop minus the bombast - starring an appealing, youthful air of innocence. Sound is uncluttered, unfiltered, but finely honed pop, led by Karin Wistrand's husky, emotive vocals.

DROOGS–Kingdom Day–PVC PVC 8956–Producer: Earle Mankey–Bar Coded

15-year L.A. street veterans and seminal garage band cats are back in full force on this, their second full length LP. Produced by Earle Mankey (Concrete Blonde), the sound is ingratiatingly rough-hewn. Top 40 won't see the light, but should work well at college stations.

MOJO NIXON AND SKID ROPER–Bo-Day-Shus!!!–Enigma ST-73272–Producer: Ron Goudie–Bar Coded

Wacky, head-scratchin', toe-tappin', hard-drivin' mania from Mojo and Skid. With tunes like "I Ain't Gonna Piss In No Jar," "I'm Gonna Dig Up Howlin' Wolf," and the blissfully daft "Elvis Is Everywhere," these psychos will never walk alone.

MOTORHEAD–Rock And Roll–GWR GWLP 14–Producers: Motorhead/Bidmead–Bar Coded

No quarter asked or given - forget American *poseurs*, this is the real thing. True British skullcrushing blues-rock, with rather unique vocals by Lemmy. Is this the ugliest man in rock?

RECORDS TO WATCH

CHILL FACTOR–Warner Bros. 25604-1–Producers: Various–Bar Coded

SCOTT FOLSOM–Simple Talk–Columbia BFC 40669–Producers: Chapman/Carin–Bar Coded

U.S. MODS–From The Free World–Rock Hill WGAF00100–Producers: Kraus/Clements–Bar Coded

BONNIE HAYES–Chrysalis BFV 41609–Producer: Stewart Levine–Bar Coded

ALIEN SEX FIEND–The Impossible Mission–PVC PVC6917–Producers: Alien Sex Fiend/Youth–Bar Coded

PLAN 9–Sea Hunt–Enigma ST-73248–Producers: Debra D./Plan 9–Bar Coded

LIZZY BORDEN–Visual Lies–Enigma/Metal Blade ST-73288–Producer: Max Norman–Bar Coded

BASIA–Time And Tide–Epic BFE 40767–Producer: B. Trzetrzelewska/D. White–Bar Coded

A DIFFERENT KIND OF ARMY – "I should have been born in another century, I've decided. An earlier one - there won't be many later ones. Not for humanity, anyway."

So speaks **Justin Sullivan**, front man for the hyperkinetic British quartet **New Model Army**. But then Sullivan, whose *nom de stage* is **Slade The Leveller**, is not one to shy away from controversy. Neither is his band, who recently made their second trip through Los Angeles and played a vigorous set at The Variety Arts Center on August 15.

After we were shooed off the roof of the famed **Capitol Records** tower in Hollywood by nervous label execs, Sullivan and Army drummer **Robb Heaton** sat down to chat with *Points West*.

Sullivan is a firm believer in the classic three minute pop song form, although NMA's romps usually last longer and have more raw energy than any 60's nuggets imaginable. But in the end, it comes down to "folk music. That's all pop music is. I don't go for all this pretentious arty crap. Recording *artists*," he said with a sneer. "We're not artists. We're pop musicians."

Perhaps the best way to sum up NMA's approach to songwriting is the variety of thought and purpose that can go into a simple pop song. As Sullivan puts it: "You're driving through the English countryside, and you come across these barbed wire fences, foreign soldiers, cruise missiles, and you go write '51st State.' You start to see through your relationship with your parents, you write 'Heroes.' When you come across some guy at Glastonbury Festival selling acid to a 12 year old, you say 'No' and you go and write a song."

When listening to NMA, the aspect that first grabs you is the galloping, propulsive, relentless drive of the music, but it is the politics of the band that have grabbed the headlines. Our illustrious State Department has refused to grant NMA entry visas at least twice, stating that the band had no "artistic merit" to warrant their entry. Who is the resident rock critic on Capitol Hill these days, anyway?

Don't get the wrong idea - these guys are not on some kind of crusade. In fact, they would rather leave behind the image of soap-box preachers, because they want fans to enjoy NMA for the music as well, not just the message. "Half of our fans in England don't give a damn what the message is. They just like the music, the feel of the group, the attitude," says Sullivan. "In the end, I hope the American audience will be like that, that our music will appeal to some people, and others will be attracted by the lyrics."

But, per usual, it is the message that gets the ink, especially the openly anti-Western feelings espoused in such controversial anthems as "51st State" and "Master Race." Of the latter song, Sullivan contends "That's really about western society in general. America, Western Europe, Japan, Australia. The most violent, the most successful society.

YOU AND WHOSE ARMY? From left, New Model Army's Jason Harris, Justin Sullivan, and Robb Heaton.

"They've succeeded in wiping out almost every other civilized society, and the rest of the world is now like a client state. Even the Soviet Union is in many ways a client state. Economically, the West, including Western Europe, runs the world. There are probably a few tribes left in the Amazon, New Guinea, that still live off nature, maybe six or so. We're just about to wipe them out as well. Quite an achievement, really. Wipe out the tribes, wipe out the whales, wipe out quite a lot of things."

As for the band's recently completed trek across America, almost nothing went according to plan. The band bemoans the lack of preparation and professionalism involved at the club level circuit in this country, as opposed to the rest of the world. "One thing that surprised me about America is that being a rich successful economy, in theory, it should be efficient. It ranks alongside Italy as the most inefficient nation I've ever traveled in. Nothing ever works, nothing ever turns up on time at the level we play at."

Drummer Heaton concurs: "Everywhere else you play in the world, the equipment enables you to be the band you set out to be. In America you're not allowed that. After about a month or six weeks, you get bloody pissed off about it. It's starts getting tiresome, and it starts having a bad effect on your opinion of America."

What else pisses off New Model Army? How about lack of fan response at American gigs, admittedly a major problem here in laid-back Californ-i-a: "Gigs we play in England are like a battle between us and the audience of who can wear who down first," said Sullivan. "It's brilliant; it's like they push at us and we push at them. It's very intense and exciting. Here we find we push out and nothing comes back."

Sullivan and the band's views on success are equally unique: "Someone asked us about success, and Robb said 'We've succeeded.' He's right, too. Anything from here on in is a bonus. We have, in a small way, affected the lives of a small number of people. What the hell more do you want from your music?"

Rob Yardumian

COVER STORY

Shanice Wilson: Superstar On The Rise

By Tom De Savia

A&M records is on the verge of releasing "Discovery," the debut album from newcomer Shanice Wilson. Big plans lie ahead for the LP, and the label is banking on the artist to garner exceptional immediate media and consumer attention. What makes Shanice so special? ...Well, first of all, the gifted vocalist is all but 14 years old. One can hardly tag her as a novelty though, as Ms. Wilson possesses one of the most powerful voices heard in pop music for quite a while. At 14, Shanice is no stranger to the spotlight - at 11 years old she appeared on the syndicated "Jr. Star Search" and walked away with first place.

A little over three years ago, A&M senior vice president John McClain caught Shanice appearing locally in the play "Get Happy" and signed her on the spot. Shanice recalled "... I did 'Somewhere Over The Rainbow' and that's how everything got started, they wanted to sign me after they saw the show." McClain emphasized "She had the most incredible range of any singer that I'd heard in a long time... what was so astonishing was that she was just 10 years of age and appearing in an adult play. I went backstage and told her how great she was and she told me that she was nervous because she knew I was out there and she said she thought she'd gone a little flat. I told her that I had pretty good pitch and it didn't sound like it to me, and she said 'yeah, at the end there I sort of wavered a little bit and went a little flat.' What blew me away was that you could have a ten year old girl that was able to critique her performance, it was astounding to see such a professional at such a young age." He concluded, "She's really something special and I know she's going to be around a long time.

She's only going to get better... "

Shanice is truly a musical protege - her mother and aunt are professional singers and her father a guitarist. It didn't take long at all for Shanice to join their ranks, she revealed "I was singing melodies at seven months..." and her mother has the tape recordings to prove it! Once Shanice discovered her gift of song, there was no way she could stop, she modestly explained "I guess I was born with it," continuing "...at three years old, professionally, my mother would bring me up on stage and I would sing."

Shanice lists her mother as her main influence throughout her life, her support and encouragement have helped her greatly over the years. The continued support from her friends have made the rigors of inevitable stardom easier "A lot of my friends were happy for me," she explained, "...that helps a lot."

The LP will be released on September 29, with the advance single "(Baby Tell Me) Can You Dance" surfacing on September 1. The project was undertaken with Bryan Loren at the production helm. Wilson speaks highly of Loren, especially of their chemistry together in the studio. "He's a lot of fun, he's like a big brother to me. We had a lot of fun working together."

Shanice talents stretch far beyond that of just a gifted vocalist, she helped co-write many of the LP's

(continued on page 32)

TALENT ON STAGE

Run-D.M.C./The Beastie Boys

MADISON SQUARE GARDEN, NY – "They said there'd be racial tension here tonight," said Joey (Run) Simmons of Run-D.M.C, at their show here August 17. "But I see white and black people everywhere. This is proof to the news and the media that we can get together and have fun without any trouble."

Even though the show went off without incident, the place looked like a police convention. In a blatant show of overkill, more than 800 cops – on horses and motorcycles, in paddywagons and helmets – hung-out inside and outside the arena waiting for disturbances that never happened. What's more, all 20,000 attendees had to file through a metal-detector doorway just to get in. But the fact is, most came to do nothing else but dance and listen to the two greatest groups in the rap world.

Run-D.M.C. sounded like the grand old men of rap, while the Beasties acted the part of snotty, inventive upstarts. If the Beasties made Run seem somewhat old-fashioned, it was Run that got the crowd going and the floorboards shaking. As Jam Master Jay turntabled atop a platform, Daryll (DMC) McDaniels and Simmons rapped aggressively to pumping, stomping rhythms. Most effective was their early material, particularly the minimal "It's Like That (And That's The Way It Is)," which sequed into a forceful and exciting "It's Tricky."

Their best songs were those that re-

NEW FACES TO WATCH

The Bears

By Rob Yardumian

THE BEARS – From left: Adrian Belew, Rob Fetters, Bob Nyswonger, Chris Arduser.

LOS ANGELES – Yes, they might be the *Cash Box* New Faces To Watch this week, but these Bears are anything but new. In fact, three of the four have been playing together since they were children. The kick is, the fourth member is ace guitarist Adrian Belew, who has gigs with Frank Zappa, David Bowie, Paul Simon, Laurie Anderson and King Crimson to his credit.

The Bears are actually a result of two bands, The Raisins and Sweetheart, who were playing the same Eastern club circuit in the mid 1970's. Zappa "plucked" Belew from the ranks of Sweetheart but he remained friends with The Raisins, dropping in to see them when he got the chance in between superstar gigs. "Whenever I was in Cincinnati, I would go see them and sit in with them. I'd tell them the stories about what I was doing with David Bowie or whoever, all the exciting details of rock stardom (laughs)." Belew also managed to find time to produce the Raisins' independent LP in 1983.

This friendship eventually blossomed into The Bears, a natural result of past collaborations. "It was never really the right time for me (to form a band) until now," stated Belew. "There's a very unique quality to the Bears that doesn't usually exist in bands - we play music together because we dig each other. " This shared sense of "all-for-one" is evident in the synergistic continuity of the Bears' mid western pop grooves.

The immediate ear-catcher of the Bears' soon-to-be-trademark sound is the "East meets Midwest" tonalities of the Orient that haunt the album. They provide an unusual flair, a distinctive spark setting this effort apart from other American pop bands relying on synth-guitar lines to form the melody. Says lead conjurer Belew, "We wanted to write pop songs in a fairly standard format, but we wanted to orchestrate them in an unusual manner. I think that the band has a lot of potential, and over the next five albums we could go in a thousand different directions, but right now we want to create a trademark Bears sound. We wanted to have the two man Everly Brothers harmony upfront, and then behind it have these snake-charmer sounds and stuff."

The fresh approach works well, especially on cuts like "None Of The Above" and "Man Behind The Curtain." A somewhat more straight-ahead track, "Trust," has received the Belew remix touch and will be released September 8 to Top 40 radio.

Belew is pleased with the results of the first Bear effort, and all signs point toward a favorable hunting season ahead. His career as an in-demand session axe man are over, at least those gigs that only require perfunctory nods to his former King Crimson theatrics. "I much prefer the delineation that I have now, which consists of expressing my more personal, artistic things on my solo albums and putting all the rest of the things that seem to work better in a band context into the Bears. I feel that the Bears are a really unusual band with the chemistry and the friendship, and I think we should be around for a long time."

quired the least embellishment ("You Be Illin,'" "It's Like That"), since an arena tends to round off the edges and blunt the definition of songs like "King Of Rock," which features power chords over a hip hop beat.

Conversely, The Beasties fared better with rock than rap. Cuts like "She's Crafty," which ingeniously splices in the riff from Led Zeppelin's "The Ocean," and "Rhymin' and Stealin,'" which ingeniously splices in the drum intro from Led Zeppelin's "When The Levee Breaks," played off an arena-rock rather than hip-hop dynamic. When they tried for something minimal though, as on "The New Style," it was all bass flutter, and it sounded like a plane going through turbulence while flight attendants shouted over the din. In this sense they're the opposite of Run-DMC, who can manipulate even the sparest of beats into something undeniably grand.

For this homecoming, Run-D.M.C. called for the Beasties to join them for the set-closing "Walk This Way," and at first it looked like a bootleggable moment in rap history was about to happen. Unfortunately, more than two dozen roadies and guests appeared on stage too, reducing the impact of the Run/Beasties pairing.

In sum, it was a celebration of a musical form unique to the 1980's: rap. As with any new form, many don't quite understand it and therefore find it threatening. But the sight and sound of 20,000 fans chanting, dancing, and waving their arms in the air is proof that rap is not going to go away now or any time soon.

Paul Iorio

EAST COASTINGS

WHEN I wrote in the May 23d issue of *Cash Box* that the "La Bamba" soundtrack album "should be a hot item this summer," about the only ones who agreed with me at the time were **Los Lobos** and its publicists. Currently in the top three, the Slash/Warner LP is a major triumph not only for Los Lobos, but for new music in general. Ironic that a remake of a '50's classic would do it for them, but if that's what it takes to bring a mass audience to the band's original work then the irony is beside the point. Some of the people who attended their smashing Pier 84 show (8/22) apparently hadn't known of the group prior to the film and wanted only to hear the **Ritchie Valens** hit (the beer guzzling stockbrokers sitting in my area were even saying as much). But gradually Lobos's magic captured the newcomers, exposing them to a global garage-rock they might never have heard otherwise. There seems to be a hunger in the pop audience these days for ethnic-provincial sounds, as evinced first by the Pogues' brand of traditional Irish music, then by Paul Simon's Mbaqanga foray on "Graceland," and now by the Los Lobos blockbuster. Perhaps it's a reaction by mass culture against today's glut of homogenized AOR sludge-rock, or maybe it's just a hip outgrowth of the public's current taste for so-called classic rock. Whatever the reason, when Los Lobos closed its set with "La Bamba," the number one song in the country, the place exploded and people danced all over the place. Their success should remind us that the mainstream constantly shifts its boundaries to include newcomers, and that hits come from the unlikeliest places. After all, who would have thought one year ago that Mbaqanga would have caught on in a top ten way or that a band of *nortena*-rockers would hold the number one spot? Once again, risk pays off.

Opening the Lobos show was **The Smithereens.** While most support acts are usually ignored or patiently endured or (as with the Divinyls on the Pier in '83)

ROCK POSTERS – The hot rock book of the fall season is likely to be Paul Grushkin's The Art Of Rock: Posters From Presley To Punk (Abbeville), *a coffee-table collection rare rock-art. Above: a poster announcing Led Zeppelin's five-night stand in 1975 at Earls Court Arena in London.*

pelted off the stage, the Smithereens were treated like the main event – and not just by people in the front rows where one would expect such adulation; way in the back there was recognition applause for many of the songs, and fans everywhere were air-guitaring to "Behind The Wall Of Sleep" and "Blood and Roses." The band's follow-up to "Especially For You," slated for release early next year on Enigma/Capitol, should break them wide open – and certainly assure them a headlining spot at the Pier next summer.

DOWN UNDER – Australia's Hoo Doo Gurus play the Ritz September 19. The band's latest album is "Blow Your Cool" (Big Time/Elektra).

BRIEFINGS – Gary Lucas, CBS Records producer/creative services exec/ex-Captain Beefheart guitarist, is off to London this week to record guitar tracks with the **Woodentops** for their next album, slated for release by Columbia in January....The hottest rock book of the fall season will probably be the upcoming *The Art Of Rock: Posters From Presley To Punk* (Abbeville), a coffee-table collection of rare rock-posters compiled by **Paul Grushkin.** Among the highlights: a full-color reproduction of a poster promoting the Beatles farewell concert in San Francisco's Candlestick Park (on a bill with The Cyrkle, The Ronettes, and the Remains); a splashy Rolling Stones '81 tour announcement; and an advertisement for The Velvet Underground and Nico live at The Trip. Grushkin, also author of *The Grateful Dead: The Official Book Of The Deadheads* (Quill, 1983), spent two years finding these rarities, over 1,600 of them in all, most in full color.....A first listen to **Squeeze's** new album, "Babylon And On" (A&M), indicates it's the band's best album since '81's "East Side Story," which is to say it tops such later records as "Cosi Fan Tut'i Frutti" and "Sweets For A Stranger." The first single is "Hourglass." More later....Upcoming New York area shows include: **The Ramones** Sept. 10 and 11 at the Ritz; the **Hoodoo Gurus** Sept. 19 and the **Del Fuegos** Sept. 26, also at the Ritz....Relativity recording group **The Brandos** play CBGBs Sept. 5 and the **Volcano Suns** are there the night before. **Pussy Galore** headlines CBGBs August 29....**The Fleshtones,** now on Emergo Records, play the Lone Star August 28 and 29, and **Vassar Clements** is there August 30....**Dumptruck** is at Maxwells' August 29 on a double bill with **Walking Wounded**....**The Grateful Dead,** fresh off their tour with Bob Dylan, come back to New York for five nights at Madison Square Garden, Sept. 15, 16, 18, 19, and 20....**David Bowie** also returns to the area with two shows at the Garden September 1 and 2.

Paul Iorio

CASH BOX TOP BLACK CONTEMPORARY SINGLES

THE CASH BOX BLACK CONTEMPORARY SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

	Title Artist, Label, Number Producer (Songwriter)	L W	W O C
1	*CASANOVA* LEVERT (Atlantic 7-89217) R. Calloway (R. Calloway)	1	10
2	*LOVE IS A HOUSE* FORCE MD'S (Tammy Bay/Warner Bros. 7-28300) M. Lascelles, J. Geassgurd (M. Lascelles, J. Geassgurd, G. Foster)	3	10
3	*I JUST CAN'T STOP LOVING YOU* MICHAEL JACKSON (Epic 34-07253) Q. Jones (M. Jacksan)	4	4
4	*ONE HEARTBEAT* SMOKEY ROBINSON (Motown 1897 MF) P. Bunetta, R. Chudacoff (S. LeGassick, B. Ray)	2	13
5	*LOVE POWER* DIONNE WARWICK & JEFFREY OSBORNE (Arista AS1-9567) B. Bacharach, C. Sager (Bacharach, Sager)	7	9
6	*NIGHTTIME LOVER* SYSTEM (Atlantic 7-89232) System (M. Murphy, D. Frank)	11	11
7	*I NEED LOVE* L.L. COOL J (Def Jam/Columbia 38-07350) L.L. Cool J, L.A. Posse (J. T. Smith, B. Erving, D. Pierce, D. Siman)	25	5
8	*I LOVE YOU BABE* BABYFACE (Solar/Capitol B-70009) L.A., Babyface (Babyface)	8	11
9	*MAKING LOVE IN THE RAIN* HERB ALPERT (A&M AM 2949) J. Jam, T. Lewis (J. Jam, T. Lewis)	19	8
10	*NO ONE IN THE WORLD* ANITA BAKER (Elektra 7-69456) M. Sharran, G. Skardina (Hirsh, Sharran)	21	8
11	*GIVIN' YOU BACK THE LOVE* ISLEY, JASPER, ISLEY (CBS Assoc./Epic ZS4 07254) Isley, Jasper, Isley (Isley, Jasper, Isley)	15	10
12	*CROSS MY BROKEN HEART* THE JETS (MCA 53123) S. Bray, M. Verdick (S. Bray, T. Pierce)	12	9
13	*DIVAS NEED LOVE TOO* KLYMAXX (Constelation/MCA 53117) B. Bacharach, C. Sager (Bacharach, Sager)	18	9
14	*DIDN'T WE JUST HAVE IT ALL* WHITNEY HOUSTON (Arista 1-9616) M. Masser (M. Masser, W. Jennings)	26	5
15	*LAST TIME* THERESA (RCA 5229-7-RAA) D. Foster, T. McElroy (J. King, D. Foster, T. McElroy)	17	11
16	*JUMP START* NATALIE COLE (Manhattan/EMI B-50073) R. Calloway, V. Calloway (R. Calloway, V. Calloway)	6	13
17	*LOST IN EMOTION* LISA LISA & CULT JAM (Columbia 38-07267) Full Force (Full Force)	24	6
18	*HOW SOON WE FORGET* COLONEL ABRAMS (MCA 23763) Colonel Abrams (C. Abrams, M. Freeman)	20	7
19	*TINA CHERRY* GEORGIO (Motown 1892 MF) Georgia (Georgia)	5	16
20	*ONE LOVER AT A TIME* ATLANTIC STARR (Warner Bros. 7-28327-A) D. Lewis, W. Lewis, J. Lewis (R. Feldman, J. Scott)	10	12
21	*U GOT THE LOOK* PRINCE (Paisley Park/Warner Bros. 7-28289-A) PRINCE (PRINCE)	28	6
22	*(YOU'RE PUTTIN') A RUSH ON ME* STEPHANIE MILLS (MCA-5351) P. Laurence (T. Allen, P. Laurence)	30	5
23	*HOLIDAY* KOOL & THE GANG (Mercury/PolyGram 888 712-7) K. Bayyan, I.B.M.C., Kool & The Gang (C. Williams, J.Taylor, Kool & The Gang)	9	10
24	*WIPEOUT* FAT BOYS (Tin Pan Apple/PolyGram 885 960-7) A. Cabrera, T. Maron (The Surfaris)	29	5
25	*JUST CALL* SHERRICK (Warner Bros. 7-28380-A) Sherrick, M. Stokes (Sherrick, R. Hawkins, Jr.)	31	7
26	*TEAR JERKER* J. BLACKFOOT FEATURING AND ANN HINES (Edge 7-007) H. Banks (H. Banks, L. Snell)	16	14
27	*JUST THAT TYPE OF GIRL* MADAME X (Atlantic 7-89216) B. Cooper (B. Cooper, C. Mims)	36	5
28	*HELPLESSLY IN LOVE* NEW EDITION (MCA 53164)	35	5
29	*WE'VE ONLY JUST BEGUN (THE ROMANCE IS NOT OVER)* GLEN JONES (Jive/RCA 1049-JAA) T. Allen (T. Allen, G. Jones)	37	5
30	*JAM TONIGHT* FREDDIE JACKSON (Capitol B-44037) P. Laurence (F. Jackson, P. Laurence)	13	11
31	*GIRL PULLED THE DOG* GENERAL KANE (Motown 1901MF) M. McDowell, C. Nalen (M. McDowell, N. Whitfield Jr., M. Whitfield)	32	9
32	*DANCE ALL NIGHT* DEBARGE (Striped Horse SH 7004) C. Nasi, DeBarge (R. Benetar, H. Payne, L. Pryor, G. Senagles)	33	8
33	*LATELY* SURFACE (Columbia 38-07257) D.P Conley, D. Townsend, B. Jackson (B. Jackson, D. Townsend, D. Conley)	40	4
34	*LET'S TALK IT OVER* VANEESE THOMAS (Geffen/Warner Bros. 7-28365-A) E. Paccia, V. Thomas, W. Warnecke (V. Thomas, E. Paccia)	14	13
35	*COME OVER* FOUR BY 4 (Capitol B-44034) M. Riley Jr. (M. Riley Jr.)	43	4
36	*DON'T YOU WANT ME* JODY WATLEY (MCA 53162) B. Edwards (F. Gald, D. P. Bryant, J. Watley)	51	2
37	*BULLSEYE* LAKESIDE (Solar/Capitol B-70010) S. Shockley (K. Nolan)	42	6
38	*(CAN'T) GET YOU OUT OF MY SYSTEM* JOHN WHITE (Geffen/Warner Bros. 7-28332-A) R. Sang (R. Sang)	45	6
39	*THE MORE WE LOVE* STARPOINT (Elektra 69451) L. Jab, P. Gloss (Ernesto)	47	4
40	*HEART ON THE LINE* JENNIFER HOLIDAY (Geffen/Warner Bros. 7-28298-A) P. Gloss, A. Gloss (P. Gloss, A. Gloss)	46	6
41	*I REALLY DIDN'T MEAN IT* LUTHER VANDROSS (Epic 34-07201) L. Vandrass, M. Miller (L. Vandross, M. Miller)	27	12
42	*CINDERFELLA DANA DANE* DANA DANE (Profile 7151) H. Azor (D. McCleese, H. Azor)	56	3
43	*TELL IT LIKE IT IS* DIMPLES (Columbia 38-07188) Dimples, B. Wilson (L. Diamond, G. Davis,)	23	9
44	*DINNER WITH GERSHWIN* DONNA SUMMER (Geffen 7-28418-A) R. Perry (B. Russel)	59	3
45	*CAN-U-DANCE* THE DEELE (Solar/Capitol 70007) L.A., Babyface (C. Greene, D. Mitchell, L.A.)	49	5
46	*HEARTS OF GOLD* BERT ROBERTSON (Capitol B-44013) A. Z. Giles, B. Osbourne (A. Z. Giles, B. Osborne)	57	3
47	*ANYTHING CAN HAPPEN* PATRICE RUSHEN (Arista AS1 9604) J. Knight, A. Zigman (Jay, Golden, Scott)	48	7
48	*DREAMIN'* WILL TO POWER (Epic 34-07199) B. Rosenberg (B. Rosenberg)	60	3
49	*I DON'T THINK THAT MAN SHOULD SLEEP ALONE* RAY PARKER, JR. (Geffen/Warner Bros. 7-28417) R. Parker, Jr. (R. Parker, Jr.)	67	2
50	*BETCHA DON'T KNOW* NAJEE (EMI America/Manhattan 43019) R. Sang (R. Sang)	50	5
51	*THE ROCK* TRAMAINE (A&M AM 2956) L. Halland, R. Wright (R. Wright, L. Halland)	53	4
52	*JAMMING TO THE BELLS* CHUCK STANLEY (Def Jom/Columbia 38-07184) V.F. Bell, R. Simmons (V.F. Bell, F. Gordon)	22	11
53	*LOVIN' YOU* O'JAYS (P.I.R./Manhattan B-50084) K. Gamble, L.A. Huff (K. Gamble, L.A. Hutt)	61	3
54	*BABY GO GO* NONA HENDRYX (EMI America/Manhattan B-43028) D. Hartman, N. Hendryx (J. Coca)	54	4
55	*I CONFESS* DENIESE WILLIAMS (Columbia 38-07357) S. Levine (D. Warren)	67	3
56	*AIN'T NO NEED TO WORRY* THE WINANS FEATURING ANITA BAKER (Qwest/Warner Bros. 7-28274) M. Winans (M. Winans)	65	3
57	*JUST GETS BETTER WITH TIME* WHISPERS (Solar/Capitol B-70012) G. Taylar (G. Taylar)	64	3
58	*I THINK I'M OVER YOU* MINI CURRY (Total Experience/RCA 2707-7-T) M.J. Powell (M. Curry, M.J. Powell, V. Fells)	34	11
59	*CIRCUMSTANTIAL EVIDENCE* SHALAMAR (Solar/Capitol B-70008) L. A., Babyface (Babyface)	41	12
60	*SUMMER NIGHTS* GROVER WASHINGTON, JR. (Columbia 38-07240) M. Miller (M. Miller)	66	6
61	*THE PLEASURE PRINCIPLE* JANET JACKSON (A&M AM-2927) M. Mair (M. Mair)	38	16
62	*IF YOU WERE MINE* CHERYL LYNN (Manhattan/EMI B-50074) C. Lynn, C. Sturken,, E. Rogers (Sturken, Rogers, Smith)	39	13
63	*YA COLD WANNA BE WITH ME* U.T.F.O. (Select 62293) Full Force (U.T.F.O., Full Force)	77	2
65	*MY LOVE IS ON THE MONEY* LA LA (Arista AS1-9620) Full Force (Full Force)	84	2
64	*MY LOVE IS DEEP* LACE (Wing/PolyGram 887 024-7) L. Jab, P. Glass (P. Glass, L. Jab, C. Dawsan)	86	2
66	*DOWNTOWN* LILLO THOMAS (Capitol B-44065) L. Thomas (B.Wermuth)	DEBUT	
67	*DO YOU HAVE TO GO* GARY GLEN (Motown 1904MF) G. Glen (G. Glen)	75	2
68	*IF WALLS COULD TALK* ROSE ROYCE (Atlantic 0-96754) A. Baker (A. Baker, R. Scher, T. Price)	72	2
69	*SLEEPING ALONE* CONTROLLERS (MCA 53162) R. Benatar (V. Burks)	87	2
70	*RED HOT* PRINCESS (Polydor/PolyGram 885 885-7) R.J. Burgess (Burton, Stroker)	71	4
71	*DON'T TURN AWAY* WILSON PICKETT (Motown 898 MF) R. Margouleff (D. Harne, R. Bowen, D. Bowen)	73	4
72	*I'M IN LOVE* LILLO THOMAS (Capitol B-5698) P. Lawerence (P. Lawerence, T. Allen)	44	16
73	*SAY AMEN* HOWARD HEWETT (Elektra 69441) H. Hewett, M. Seward (H. Hewett, M. Seward)	DEBUT	
74	*THIGH RIDE* TAWATHA (Epic 34-07117) J. Mtume (J. Mtume, T. Agee)	52	16
75	*FAKE* ALEXANDER O'NEAL (Tabu/Epic ZS4 07100) J. Jam and T. Lewis (J. Harris III, T. Lewis)	55	15
76	*JUST THE FACTS* PATTI LaBELLE (MCA 53110) J. Jam, T. Lewis (J. Jam, T. Lewis)	58	10
77	*LIFETIME LOVE* JOYCE SIMS (Sleeping Bag LX-24YB Mantranik (J. Sims)	62	13
78	*OUT FOR THE COUNT* IAN FOSTER (MCA 53059) N. Martinelli (I. Foster)	68	5
79	*IT'S A THANG* MILLIE JACKSON (Jive/RCA 1056-7) L. Smith (L. Smith, M. Jackson)	79	2
80	*WHO'S THAT GIRL* MADONNA (Sire/Warner Bros. 7-28341) Madonna, P. Leonard (Madonna, P. Leonard)	89	2
81	*I'M BAD* L.L. COOL J (Def Jam/Columbia 7-28385-A) D. Pierce, D. Siman, (J. T. Smith, B. Erving, D. Pierce, D. Siman) Maare)	69	16
82	*I WANT YOUR SEX* GEORGE MICHAEL (Columbia 38-07164) G. MICHAEL (G. MICHAEL)	70	13
83	*IN THE HEAT OF THE NIGHT* PAULI CARMEN (Columbia 38-07290) C. Sturken, E. Rogers (P. Carmen, C. Sturken)	DEBUT	
84	*ANGEL* ANGELA WINBUSH (Mercury/PolyGram 888 831-7) A. Winbush (A. Winbush)	DEBUT	
85	*CALL ME UP* PROCESS & THE DOO RAGS (Columbia 38-07204) R. Jones (R. Jones)	DEBUT	
86	*MS. X* DAVID ALEXANDER (Sound Town ST-0019) D. Alexander (D. Alexander)	DEBUT	
87	*STONE LOVE* STEVE ARRINGTON (Manhattan B-50098) S. Arrington, J. Dougloss (S. Arrington)	DEBUT	
88	*SPRING LOVE* COVER GIRLS (Fever/Sutra SF 816) R.J. Burgess (P. Gurvitz, N. Trevisick)	74	8
89	*CONVERSTION* CHILL FACTOR (Warner Bros. 7-28364) C. Powell, J. Balaski (C. Powell, K. Alexander)	DEBUT	
90	*I FEEL GOOD ALL OVER* STEPHANIE MILLS (MCA-53056) N. Martinelli (Gabriel, A. Hardeman)	76	19
91	*SMOOTH SAILIN' TONIGHT* ISLEY BROTHERS (Warner Bros. 7-28385-A) R. Isley, R. Isley, A. Winbush (A. Winbush)	78	16
92	*SECRET AFFAIR* CLAUDJA BARRY (Epic 34-07198) J. Karduletsch, J. Evers (J. Karduletsch, C. Barry)	80	8
93	*OOH BABY BABY* ROMEO (Tripe T 706) M. Crump, D. Burnside (W. Robinson, W. Moore)	81	7
94	*SHOW ME THE WAY* REGINA BELLE (Columbia 38-07080) N. Martinelli (W.Potts Jr., J. Gallow, S. Pomerantz)	82	18
95	*MOONLIGHTING (THEME)* AL JARREAU (MCA 53124) N. Rodgers (A. Jarreau, L. Haldridge)	83	11
96	*I WANNA DANCE WITH SOMEBODY (WHO LOVES ME)* WHITNEY HOUSTON (Arista AS1-9598) N. M. Walden (Merrill, Rubicon)	88	17
97	*I'M NOT GONNA LET YOU GO* MELBA MOORE (Capitol B-44012) P. Laurence (P. Laurence, O. Dowkins)	85	12
98	*BETTER WAY* JAMES INGRAM (MCA 53125) A. Cymane (A. Cymane)	91	9
99	*LIVING IN A BOX* LIVING IN A BOX (Chrysalis 4-43104) R. Burgess (Vere, Piggot)	92	7
100	*COME BACK TO ME LOVER* MIKI HOWARD (Atlantic 7-89232) L. Humes (M. Howard, K. Phillips, K. Harris)	90	11

ALPHABETICAL LISTING ON INSIDE BACK COVER

BLACK POPE CAMPAIGN–In our continuing series focusing on black music, radio and 35+ announcers we spoke with **Gary Richardson** station manager of **WJLD** Birmingham, Alabama. He spoke very excitedly about the **Bring Back Black Pope Campaign**. A week prior to the return of legendary radio personality **Shelley Pope**, WJLD ran the aforementioned promotion and gave away Pope T-Shirts during a live remote broadcast which attracted some 1200 listeners.

During and after his first show the station was overwhelmed with non-stop phone calls. Listeners wanted to know if his return was temporary or permanent? Richardson and his staff assured the listeners it was permanent. Gary said, "Shelley has altered his style somewhat, he doesn't use as many drop-ins as before." He further stated, "Pope is perfect for our station because we are strictly targeting adults 25+ and he captures that audience, as well as commands a tremendous teenage following. I attribute this to his great personality, because he can play a **Blues** song and the kids will call while he's not playing their favorite rap song, but they continue to listen and follow him."

Richardson went on to say, "black radio has and is being exploited in a sense." He spoke about an Urban and CHR station in Birmingham, "where the Urban stations' numbers are declining because it appears that black people are caught up in the novelty of white djs' or white stations playing black music. It isn't the fact their programming is superior or the music is better, because they are playing the **same music** you hear on black stations. Blacks have migrated to these stations in great numbers, particularly the 18-34 demos, who have not experienced the hardships and trying times older black adults have gone through, therefore there is a lack of appreciation for black radio in general. If it were not for these stations in Birmingham, the effect of the civil rights movement would not have been what it is today. This listener movement is not only happening here, but in markets around the country-how quickly we forget!"

Mr. Richardsons' comments certainly tie in with our previous topics dealing with 35+ announcers, the need for black radio to entertain, inform and educate their listeners and the real crossover music **Gospel, Blues, Jazz** and **R&B**. Remember, **A MIGHTY OAK TREE SEPARATED FROM ITS' ROOTS WILL SOON DIE.**

BLUES WEEKEND–During a recent conversation with **Rick Stevens** program director of **WCKX** Columbus, Ohio, he was bubbling over with excitement about his special live broadcast from **The Ohio State Fair** the past two weekends. The significant feature of the broadcast was the playing of Blues music by some of the all time great Blues makers.

According to Rick and the reports I have gotten out of Columbus the listener response was nothing short of sensational. Rick, along with many other top programmers around the country are winning big by incorporating the blues into their formats.

WIBB-AM #1–Congratulations to **Big George Threaat**, program director **WIBB-AM** Macon, Georgia and his fine staff on being the number one AM station in middle Georgia for the 6th consecutive year.

George, a nine year veteran with WIBB attributes the stations' success to loyal listenership and the continuing popularity, consistency and longevity of his announcers who are always in touch with the community. The station has maintained the same basic format for its listeners since 1956, by offering a **Variety** of programming for all segments of the audience.

BLUES RETURNS – Singer, songwriter and producer **Leon Haywood** and his staff at **Evejim Records** are aglow over the initial response to their first blues album entitled **Dirty Work Going On** by **Lil Joe Blue**. **Sylvia Smith**, a gifted vocalist, who serves as president of the label went on to say, "after a decade or more of blues being virtually forgotten, whereby radio had turned its' knobs off to this art form, **The Blues Is Back** and we as industry people must not let it die."

SUCCESSFUL RAPPER–Industry verteran **Jack "The Rapper" Gibson's** Family Affair 87 was an overwhelming success. According to all reports this was by far the biggest and best gathering of Radio, Records and Recording persons in the history of Black Conventions.

Jack received a nice letter from **Michael Johnson**, vice president, promotion and marketing **Wing Records**. The following is an excerpt: "Sometimes we as black executives get caught in the web of being **Professional**. We then lose focus on our responsibility. That responsibility is remembering our culture, our blackness, remembering that all of us should look out for each other because we are all **Family**. **BOB LONG**

CASH BOX TOP BLACK CONTEMPORARY ALBUMS

Title, Artist, Label, Number, Distributor
■ = **Platinum (RIAA Certified)**
□ = **Gold (RIAA Certified)**

		LW	WOC
1	*BIGGER AND DEFFER* L.L. COOL J (Def Jam/Columbia FC 40793)	1	12
2	*IF I WERE YOUR WOMAN* STEPHANIE MILLS (MCA 5996)	3	11
3	*WHITNEY* WHITNEY HOUSTON (Arista AL-8405)	2	12
4	*CRUSHIN'* FAT BOYS (Tin Pan Apple/Polydor 831 948-1)	4	13
5	*JUST GETS BETTER WITH, TIME* THE WHISPERS (Solar/Capitol ST-72554)	5	17
6	*ONE HEARTBEAT* SMOKEY ROBINSON (Motown 6626 ML)	6	23
7	*SMOOTH SALIN'* THE ISLEY BROTHERS (Warner Bros. 9 25586-1)	7	12
8	*THE BIG THROWDOWN* LEVERT (Atlantic 7-89217)	29	
9	*JUST LIKE THE FIRST• TIME* FREDDIE JACKSON (Capitol ST 12495)	8	44
10	*DUOTONES* KENNY G (Arista AL 88427)	9	13
11	*LILLO* LILLO THOMAS (Capitol ST-12450)	10	19
12	*KEEP YOUR EYE ON ME□* HERB ALPERT (A&M SP 5125)	11	24
13	*HERESAY* ALEXANDER O'NEAL (Tabu/Epic 25602-1)	27	4
14	*ALL BY MYSELF* REGINA BELLE (Columbia BFC 17	13	12
15	*MARVIN SEASE* (London/PolyGram 830794-1)	16	25
16	*ALL IN THE NAME□ OF LOVE* ATLANTIC STARR (Warner Bros. 25560-1)	12	21
17	*JONATHAN BUTLER* (Jive/RCA 1032-1-J)	15	12
18	*EVERLASTING* NATALIE COLE (Manhattan ST 5309)	23	6
19	*HOT, COOL & VICIOUS* SALT-N-PEPA (Next Plateau PL 1007)	23	18
20	*SEXAPPEAL* GEORGIO (Motown 6229 ML)	22	19
21	*SPANISH FLY* LISA LISA AND CULT JAM (Columbia FC 40477)	20	16
22	*JODY WATLEY□* (MCA 5898)	14	25
23	*SIGN "O" THE TIMES•* PRINCE (Paisley Park/Warner Bros. 25577-1)	17	20
24	*LIFE, LOVE & PAIN•* CLUB NOUVEAU (Warner Bros. 9 25531-1)	24	38
25	*TOUCH AND GO* FORCE MD'S (Tommy Boy TBLP-25631)	33	5
26	*GIVE ME THE REASON•* LUTHER VANDROSS (Epic FE 40415)	19	47
27	*PAYED IN FULL* ERIC B. & RAKIM (4th & B'way /Island 40005)	30	6
28	*LOVERS* BABYFACE (Solar/Capitol ST 72552)	28	11
29	*CONTROL•* JANET JACKSON (A&M SP 3905)	26	81
30	*SURFACE* (Columbia 40374)	34	22
31	*RAPTURE•* ANITA BAKER (Elektra 9-60444-1)	25	75
32	*DAVY'S RIDE* DAVY D (Def Jam/Columbia BFC 40657)	47	3
33	*LETHAL* U.T.F.O. (Select Sel 12619)	DEBUT	
34	*DON'T DISTURB THIS GROOVE* THE SYSTEM (Atlantic 81691)	21	25
35	*LET ME TOUCH YOU* THE O'JAYS (Philadelphia International/ EMI ST 53036)	31	11
36	*COLLOBORATION* GEORGE BENSON/EARL KLUGH (Warner Bros. 25580-1)	36	8
37	*YOI BUM RUSH THE SHOW* PUBLIC ENEMY (Def Jam/Columbia BFC 49658)	44	17
38	*STRAWBERRY MOON* GROVER WASHINGTON, JR. (Columbia FC 40510)	50	5
39	*U-TURN* J BLACKFOOT (Edge EDLP-001)	43	6
40	*RHYME PAYS* ICE-T (Sire/Warner Bros. 25602-1)	53	4
41	*NAJEE'S THEME* NAJEE (EMI-America ST 1724)	37	34
42	*BEVERLY HILLS COP II (ORIGINAL MOTION PICTURE SOUNDTRACK)* (MCA 6207)	41	8
43	*KLYMAXX* (MCA 5832)	35	39
44	*WELCOME TO MY DREAM* TAWATHA (Epic BFE 40355)	32	8
45	*SHIRLEY MURDOCK!□* SHIRLEY MURDOCK (Elektra 9 60433)	45	41
46	*VANEESE THOMAS* (Geffen/Warner Bros. GHS 24141)	46	3
47	*RESERVATIONS FOR TWO* DIONNE WARWICK (Arista 8446)	63	
48	*4 BY FOUR* (Capitol ST 12569)	38	10
49	*TELLIN' IT LIKE IT IS* DIMPLES (Columbia 40859)	57	
50	*DIFFERENT DRUMMER* ISLEY, JASPER, ISLEY (CBS Assoc. /Epic FZ40409)	40	14
51	*START OVER* CHERYL LYNN (Manhattan/EMI ST-53035)	48	6
52	*CIRCUMSTANTIAL EVIDENCE* SHALAMAR (Solar/Capitol ST 72556)	52	5
53	*MAKE BELIEVE* SLAVE (Ichiban 1009)	59	
54	*VISCIOUS RUMORS... THE ALBUM* TIMEX SOCIAL CLUB (Doyno/Fantasy F9645)	54	30
55	*POWER* LAKESIDE (Solar/Capitol ST-72553)	60	20
56	*VICTORY•* KOOL & THE GANG (Mercury/PolyGram 830 398-1)	55	40
57	*BE BE & CE CE WINANS* (Capitol ST 12573)	64	3
58	*GOT TO BE TOUGH* MC SHY D (Luke Skywalker XR-1004)	56	14
59	*WORD UP•* CAMEO (Atlantic Artists/ PolyGram 830-265-1)	51	51
60	*A LOT OF LOVE* MELBA MOORE (Capitol ST-1247)	39	53
61	*LIVING ALL ALONE* PHYLLIS HYMAN (Manhattan/EMI ST-53029)	42	50
62	*ON FIRE* STETSASONIC (Tommy Boy/Warner Bros. TBLP 1012)	49	14
63	*DANA DANE WITH FAME* DANA DANE (Profile PRO 1233)	DEBUT	
64	*LICENSED TO ILL•* BEASTIE BOYS (Def Jam/Columbia BFL 40238)	58	41
65	*KOOL MOE DEE* (Jive/RCA 10251-J)	61	25
66	*2 LIVE CREW IS WHAT WE ARE* 2 LIVE CREW (Luke Skywalker XR-100)	62	26
67	*WATCH OUT!* PATRICE RUSHEN (Arista AL-8401)	67	24
68	*ZAGORA* LOOSE ENDS (MCA 5745)	66	48
69	*BLU BLOWIN'* PEGGI BLU (Capitol ST-12550)	65	3
70	*FEMALE TROUBLE* NONA HENDRYX (EMI America ST-17248)	68	17
71	*STRONG PERSUADER□* ROBERT CRAY (Mercury/PolyGram 830 568-1)	69	32
72	*LYRICAL KING* T LA ROCK (Frosh/Slooping Bag RE-2P)	70	5
73	*ARETHA□* ARETHA FRANKLIN (Arista AL-8442)	71	43
74	*ROCK THE HOUSE* D.J. JAZZY JEFF AND THE FRESH PRINCE (Jive/RCA 1026-1-J)	72	29
75	*SOUL SURVIVOR* AL GREEN (A&M SP 5150)	73	21

THE CASH BOX TOP 75 BLACK COMTEMPORARY ALBUM CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

CASH BOX TOP 12" DANCE SINGLES

		LW	WOC
1	**WHO'S THAT GIRL** MADONNA (Sire/Warner Bros. 0-20692)	3	4
2	**FAKE** ALEXANDER O'NEAL (Tabu/Epic 4Z9-06788)	2	10
3	**TINA CHERRY** GEORGIO (Motown 4586 MG)	4	9
4	**WHO FOUND WHO** JELLYBEAN (Chrysalis 4V9 43089)	6	8
5	**DREAMIN'** WILL TO POWER (Epic XS9-06830)	5	10
6	**WHEN SMOKEY SINGS** ABC (Mercury/PolyGram 888 726-1)	11	3
7	**I WANT YOUR SEX** GEORGE MICHAEL (Columbia 44 06814)	1	18
8	**CASSANOVA** LEVERT (Atlantic 0-86673)	10	7
9	**FULL CIRCLE** COMPANY B (Atlantic 0-86674)	15	2
10	**CATCH ME I'M FALLING** PRETTY POISON (Virgin/Atlantic 0-96752)	14	4
11	**STRANGELOVE (REMIX)** DEPECHE MODE (Sire/Warner Bros. 0-20696)	8	8
12	**HEARTACHE** PEPSI & SHIRLEY (Polydor/PolyGram 885 929-1)	7	8
13	**LOST IN EMOTION** LISA LISA & CULT JAM (Columbia 44-06872)	39	3
14	**SHATTERED GLASS** LAURA BRANIGAN (Atlantic 0-86675)	23	2
15	**U GOT THE LOOK** PRINCE (Paisley Park/Warner Bros. 0-20727)	25	2
16	**SOMETIMES** COLONEL ABRAHMS (MCA 23763)	22	13
17	**WIPEOUT** FAT BOYS (Tin Pan Apple/PolyGram 885-960-1)	30	3
18	**PLAY WITH ME** ABBY LYNN (Atlantic 0-86693)	37	2
19	**SECRET AFFAIR** CLAUDJA BARRY (Epic 49 06837)	27	3
20	**(YOU'RE PUTTIN') A RUSH ON ME** STEPHANIE MILLS (MCA 237740)	34	2
21	**I HEARD A RUMOR** BANNANARAMA (Landan/PolyGram 886-188-1)	29	3
22	**CRAZY LOVE** NANCY MARTINEZ (Atlantic 0-86779)	28	3
23	**SILENT MORNING** NOEL (4th & B'way 439)	13	5
24	**LIVING IN A BOX** (Chrysalis 429 4319)	16	10
25	**PARTY YOUR BODY** STEVIE B(LMR 4000)	DEBUT	
26	**MIND OVER MATTER** E.G. DAILY (A&M SP-12246)	55	2
27	**ROCK STEADY** WHISPERS (Solar/Capitol V-71153)	9	17
28	**VICTIM OF LOVE** ERASURE (Sire/Warner Bros. 0-20740)	DEBUT	
29	**MAKE IT FUNKY** ICE-T (Sire/Warner Bros. 9-20711-0)	21	7
30	**I KNOW** PAUL KING (Epic 49-6866)	52	2
31	**JUMP START** NATALIE COLE (Manhattan/EMI V 56053)	31	5
32	**I'M BAD** LL COOL J (Def Jam/Columbia 44-06799	20	15
33	**I LOVE YOU BABE** BABYFACE (Solar/Capitol V-71156)	58	2
34	**DO IT PROPERLY** 2 PUERTO RICANS A BLACKMAN & A DOMINICAN (Graaveline GRL 5001)	DEBUT	
35	**RED HOT** PRINCESS (Polydor/PolyGram 885-885 1)	42	5
36	**CROSS MY BROKEN HEART** THE JETS (MCA 4399)	18	8
37	**POUR IT ON** MASON (Elektra 0-66795)	65	2
38	**I'M IN LOVE** LILLO THOMAS (Capitol V-15293)	38	8
39	**CHUNKY BUT FUNKY** HEAVY D & THE BOYZ (MCA 23733)	44	5
40	**I WANNA DANCE WITH SOMEBODY (WHO LOVES ME)** WHITNEY HOUSTON (Arista AD1-9599)	17	15
41	**JAM TONIGHT** FREDDIE JACKSON (Capitol V-15317)	36	7
42	**WHY CAN'T I BE YOU (REMIX)** THE CURE (Elektra 0-66810)	19	9
43	**INSECURITY** STACEY Q (Atlantic 0-86716)	33	13
44	**COMMUNICATE** FULL HOUSE (Epic 49-04632)	35	7
45	**SPRING LOVE** COVER GIRLS (Fever/Sutra SF 816)	45	8
46	**HEAD TO TOE** LISA LISA & CULT JAM (Columbia 44 06757)	43	20
47	**CURIOSITY KILLED THE CAT** MISFIT(Mercury/PolyGram 888 752-1)	DEBUT	
48	**THE PLEASURE PRINCIPLE** JANET JACKSON (A&M SP-12230)	12	15
49	**FUNKY NASSAU** BLACK BRITAN (Virgin/Atlantic 0-96776)	DEBUT	
50	**I FEEL GOOD ALL OVER** STEPHANIE MILLS (MCA 23740)	26	8
51	**YOU'RE GONNA GET YOURS** PUBLIC ENEMY (Def Jam/Columbia 44-06861)	51	7
52	**HEART & SOUL** T'PAU (Virgin 0-96779	40	12
53	**DON'T DISTURB THIS GROOVE** SYSTEM (Atlantic 0-86741)	49	21
54	**LIFTIME LOVE** JOYCE SIMS (Sleeping Bag SLX 0024)	48	12
55	**RHYTHM IS GONNA GET YOU** GLORIA ESTEFAN AND MIAMI SOUND MACHINE (Epic 49-06772)	24	12
56	**IF I WAS YOUR GIRLFRIEND** PRINCE (Paisley Park/Warner Bros. 0-20697)	53	13
57	**FALLING IN LOVE** FAT BOYS (Tin Pan Apple/Polydor 885 766-1)	54	13
58	**DIAMONDS** HERB ALPERT (A&M SP-12231)	47	17
59	**FUNKY TOWN** PSEUDO ECHO (RCA 6431-1)	32	13
60	**RESPECTABLE** MEL & KIM (Atlantic 0-86703)	46	17
61	**GOOD INTENTIONS** EVA CHERRY (Capitol V-15308)	DEBUT	
62	**LEAVE MY MONKEY ALONE** WARREN ZEVON (Virgin/Atlantic 0-9677)	DEBUT	
63	**LOOKING FOR A LOVER (REMIX)** TAURUS BOYZ (Caaltempa/Chrysalis 4V9 4312)	DEBUT	
64	**SINFUL** PETE WYLIE (Virgin/Atlantic 0-96776)	DEBUT	
65	**PUT THE NEEDLE TO THE RECORD** CRIMINAL ELEMENT (Criminal CR12-014)	DEBUT	
66	**SMOOTH SAILIN' TONIGHT** ISLEY BROTHERS (Warner Bros. 0-20675)	66	7
67	**WHY YOU TREAT ME SO BAD** CLUB NOUVEAU (Tammy Bay 895)	57	15
68	**IN LOVE WITH LOVE** DEBBIE HARRY (Geffen 0-20654	41	16
69	**SHY BOYS** ANNA (Parc/CBS 4Z9-06771)	50	12
70	**LET ME BE THE ONE** SA-FIRE (Cutting Cr 212)	56	12
71	**RIGHT ON TRACK** BREAKFAST CLUB (MCA 23684)	59	25
72	**I CAN DO BAD BY MYSELF** JESSE JAMES (TTED 3026-A)	60	4
73	**INTO MY SECRET** ALISHA (RCA 6432-1-RD)	61	9
74	**TOUCH** NOHO (Epic 49-06817)	62	8
75	**HAPPY** SURFACE (Columbia 44-06739)	64	20

THE CASH BOX TOP 75 12" SINGLES CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

NEW 12" RELEASES

JODY WATLEY (MCA 23785)
Don't You Want Me(6:48)(RightsongFranne Gee/Ardavan/Intersong ASCAPBMI)(F. Gold, D.P. Bryant, J. Watley)(Producer: Bernard Edwards)

CIECLY DANIELS (Mercer Project/Macola G3000)
Dancing On The Beat (7:15)(Project BMI) (Mercer) (Producer: Robert Mercer)

MODERN TROUBLE (Teledec/Macola 620769)
Fly To Moscow(5:40)(Shoestring BMI)(H. Post, R. Spooner, J. Harrison)(Producer: Not Listed)

BOBBY MARCHAN (Edge ED12-010A)
There's Something On Your Mind-87 (Extended Version)(Edge ED12-010) (BMI) (P. Glass, L. Job, P. Glass) (Producers: B. Marchan, W. Tee)

RICK & LISA (RCA 6548-1)
When You Gonna ("Home Boy" Mix)(5:47)(Not Listed) (Curnow/Harding/Astley) (Producers: P. Harding, I. Curnow)

FIVE STAR (RCA 6628-1 RDCD)
Whenever You're Ready (The New York Mix)(6:42)(Not Listed) (L. Job, C. Dawson, B. Hagans)(Producers: D. Lewis, W. Lewis)

MOST ACTIVE

Alexander O'Neal–Fake–Tabu
Georgio–Tina Cherry–Motown
Jellybean–Who Found Who–Chrysalis
When Smokey Sings–ABC–Mercury/PolyGram
Company B–Full Circle–Atlantic
Will To Power–Dreamin'–Epic

CLUB PICK

Funky Nassau–Black Britan–Qwest
DJ: James Marcus
Club: Vertigo
Location: Los Angeles, CA

Comments:
"Black Britan 's version of Funky Nassau is a fresh new Sound that compliments current Dance Music. We can pleasantly expect more of this Sound from England."

STRONG ACTIVITY

RETAILER'S PICK

Cinderfella–Dana Dane–Profile
Delicious
Manager: Tommy Hudson
Location: Los Angeles
Comments:

"It has a great Groove and you can Dance to it"

ON JAZZ

TV, TV, TV – WNET's *Jazz Tonight* series, which airs jazz programs over New York's Channel 13 every Thursday night at 11 p.m. (and will through October), has lined up its September shows. Look for *The Fairer Sax* (about, naturally, a female saxophone quartet), part six of *Women In Jazz*, and ***Michel Petrucciani Live at the Village Vanguard*** (Sept. 3), ***Sun Ra: A Joyful Noise*** and ***David Murray Live at the Village Vanguard*** (Sept. 10), ***Courtney Pine and the New Jazz*** and ***Joe Turner*** (a one-hour concert film from 1980) (Sept. 17), and ***Art Pepper: Notes From a Jazz Survivor*** and ***Ernie Andrews: Blues for Central Avenue*** (Sept. 24).

CRESCENT CITY SOUNDS– *Jazztown* is the name of a 13-part radio series on contemporary New Orleans jazz, set to air over public radio stations from October through December. A project of the Louisiana Jazz Federation, along with stations WWNO and WWOZ, *Jazztown* will be hosted by **Ellis Marsalis** and will feature interviews, commentary and digitally-recorded live music. The worthwhile project will spotlight **Alvin Batiste, the Improvisational Arts Quintet** (led by **Kidd Jordan**), **the New Orleans Saxophone Quartet, Earl Turbinton,** Ellis Marsalis, **Fred Kemp/Smokey Johnson Quintet, the Young Tuxedo Brass Band/the Rebirth Jazz Band, Germaine Bazzle, Alvin "Red" Tyler** and **James Rivers, the Chester Zardis Band/the Placide Adams Band, Tony Dagradi and Astral Project, Steve Masakowski** and **The Dirty Dozen Brass Band.**

GANELIN GONE-ALIN– **Vyacheslav Ganelin**, the leader of the **Ganelin Trio** (thanks to Leo Records, perhaps the best-known Soviet jazz group in the West), has applied for, and received, permission to emigrate from the Soviet Union to Israel. He will arrive in Israel early in September and will begin planning his new jazz career in the West. Leo Records still has some Ganelin Trio albums yet to release (including the band's first CD), and they have just put out "Con Amore," Ganelin's first solo album. What this means for the future of the Trio, I do not know.

EUROJAZZ–Stop the presses– the names of the six young European groups (all members under 30 years old) who have been nominated in the International Jazz Federation's Sixth European Jazz Competition have just been announced. In no particular order they are **Catalypso** (Austria), **Pageone** (Denmark), the **Toon Roos Quartet** (Holland), **Bad Circuits** (Holland), the **Jani Malmi Quartet** (Finland) and **Sprinx** (West Germany). The alternates, in case of withdrawal, are the **Legrand-Huber-Guettler Trio** (West Germany), the **Modern String Quartet** (West Germany), and **French Connection** (Switzerland). The jurors are **Pawel Brodowski, Lajos Dudas, Mitchell Feldman, Luca Cerchiari, Steve Lake** and **Bernd Hoffman.**

MORE FESTIVALIA–The Eleventh Russian River Jazz Festival will take place September 12 & 13 at Midway Beach near Guerneville, California. On the slate are **Nancy Wilson, Wayne Shorter, Tony Williams, the Timeless All-Satrs, Jan Garbarek, Gary Burton/Ralph Towner, Richie Cole/Hank Crawford/Frank Morgan** and many others.

The Fourth Richmond Jazz Festival will run from October 3-10 in Richmond, Virginia and will feature **Max Roach, the Dirty Dozen Brass Band, the MJQ, Ellis Marsalis, Roberta Flake, Kevin Eubanks** and many others.

And the Zurich International Jazz Festival will get Swiss cheers October 29-November 1 as it rolls out the **David Murray Big Band, the Willem Breuker Kollektief, the Ornette Coleman Quartet,** a **John Coltrane** memorial band (**McCoy Tyner, Elvin Jones, Reggie Workman, Sonny Fortune** and **Freddie Hubbard)** and a whole lot more.

LESTER CREEPS IN – Lester Bowie (r) and Jack DeJohnette caught hanging out N.Y.'s Beacon Theatre, where the trumpeter sat in with the drummer and Special Edition.

BOPPING AROUND NEW YORK–Here's an interesting bunch of coming distractions for Autumn in New York: **Antonio Carlos Jobim** and **Stan Getz** will reunite for what should be a sterling night of bossa nova (Avery Fisher Hall, Nov. 23)...**Nat Adderley** will participate in a concert in tribute to brother **Cannonball** (Symphony Space, Sept. 12)...**Bobby McFerrin** will make a very rare club appearance (and a very rare group appearance, he'll have **John Scofield** and **Jack DeJohnette** with him) at the Blue Note (Sept. 22-27)...**Wynton Marsalis** will blow into the same room (Oct. 6-11)..."The Reunion of the **George Russell Sextet**" will take place at Sweet Basil (Nov. 17-22)...**Charlie Haden's Liberation Music Orchestra** will raise the roof at the Cathedral of St. John the Divine (Sept. 12)...A tribute to **John Coltrane** with **Alice Coltrane,** sons **Ravi** and **Oran Coltrane, Reggie Workman, Pharoah Sanders** and others will fill the same venue (Sept. 26)...And **The George Gruntz Concert Jazz Band** will make a rare New York appearance (Oct. 8 & 9, Greenwich House).

Lee Jeske

CASH BOX JAZZ ALBUMS

Title, Artist, Label, Number, Distributor
★ = Available on Compact Disc
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

		LW	WOC
■	***COLLABORATION*** GEORGE BENSON/EARL KLUGH (Warner Bros. 25580-1)	2	9
2	***DUOTONES***□ KENNY G.(Arista AL8 8427)	1	53
3	***JONATHAN BUTLER*** (RCA/Jive 1032-1-J)	3	12
4	***STILL LIFE (TALKING)*** PAT METHENY GROUP (Geffen GHS 24145)	6	6
5	***FOUR CORNERS*** THE YELLOW JACKETS (MCA 5994)	4	14
6	***MICHAEL BRECKER*** (MCA/Impulse 5980)	5	17
7	***DISCOVERY*** LARRY CARLTON (MCA 42003)	10	7
8	***NAJEE'S THEME***□ NAJEE (ST 17241)	8	39
9	***THE CAMERA NEVER LIES*** MICHAEL FRANKS	12	4
10	***KEYS TO THE CITY*** RAMSEY LEWIS (Columbia FC 40677)	11	14
11	***LIGHT YEARS*** THE CHICK COREA ELECTRIC BAND (GRP GR 1036)	9	13
12	***STRAWBERRY MOON*** GROVER WASHINGTON, Jr. (Columbia FC 40510)	17	4
13	***ROLES***□ JOE SAMPLE (MCA 5978)	13	16
14	***A CHANGE OF HEART***□ DAVID SANBORN (Warner Bros. 27479-1)	7	31
15	***SPONTANEOUS INVENTIONS***□ BOBBY McFERRIN (Blue Note BT-85110)	14	53
16	***GO*** HIROSHIMA (Epic FE 40679)	17	3
17	***FREEDOM AT MIDNIGHT*** DAVID BENOIT (GRP 1035)	15	14
18	***FORBIDDEN LOVE*** NANCY WILSON (Columbia FC 40787)	18	9
19	***DIGITAL DUKE*** DUKE ELLINGTON ORCHESTRA (GRP GR 1038)	16	10
20	***LIFE FLIGHT*** FREDDIE HUBBARD (Blue Note BT 85139)	20	3
21	***THE OTHER SIDE OF ROUND MIDNIGHT***□ FEATURING DEXTER GORDON (Blue Note BT 85135)	22	36
22	***CIVILIZATION*** TONY WILLIAMS (Blue Note BT 85138)	23	20
23	***THE HAMMER*** ANDY NAREL (Windham Hill Jazz WHO 107)	26	7
24	***ROUND MIDNIGHT***□ VARIOUS ARTISTS (Columbia SC 40464) (Warner Bros. 25570)	21	46
25	***STANDARDS VOLUME #1***□ STANLEY JORDAN (Blue Note BT 85130)	25	39
26	***A NICE PLACE TO BE***□ GEORGE HOWARD (MCA 5855)	24	39
27	***BOSS BRASS AND WOODS***□ ROB McCONNEL AND THE BOSS BRASS (MCA/Impulse 5982)	27	2
28	***QUARTET WEST***□ CHARLIE HADEN (Verve/PolyGram 831 673-1)	28	8
29	***ORNETTE IN ALL LANGUAGES*** ORNETTE COLEMAN (Caravan Of Dreams DDP 85008)	29	6
30	***STORIES WITHOUT WORDS*** SPYRO GYRA (MCA 42046)	DEBUT	
31	***WONDERLAND*** STANLEY TURRENTINE (Blue Note BT 85140)	30	17
32	***IRRESISTIBLE FORCES*** JACK DEJOHNETTE (MCA Impulse 5992)	31	15
33	***MISTER CHIPS*** HANK CRAWFORD (Milestone 9149)	32	7
34	***LIVE*** THE MANHATTAN TRANSFER (Atlantic 81723)	33	14
35	***DOUBLE VISION***□ BOB JAMES/DAVID SANBORN (Warner Bros. 25393)	34	65
36	***BLUE MATTER***□ JOHN SCOFIELD (Gramavision 18-8702)	35	26
37	***THE GOOD AND BAD TIMES***□ THE CRUSADERS (MCA 5781)	36	39
38	***EARTHWORKS*** BILL BRUFORD (Editon EG ED 48)	37	7
39	***BRIGHT MOMENTS*** MAX ROACH DOUBLE QUARTET (Soul Note/PSI SN 1159)	38	9
40	***THE STARTING FIVE*** JIMMY McGRIFF (Milestone 9148)	39	8

JAZZ FEATURE PICKS

G-MAN–Sonny Rollins–Milestone M-9150–Producers: Sonny and Lucille Rollins

Awe-inspiring tenor saxophone playing from a man who, when on, is the greatest living jazz improviser. For this live '86 session (taped for the film *Sonny Rollins: Saxophone Colossus*), he was on.

FANCY PANTS / GET TOGETHER / YESSIR, THAT'S MY BABY–Count Basie–Pablo 2310-920/924/923–Producer: Norman Granz

A troika of previously-unreleased sessions from the inexhaustible vaults of Norman Granz, featuring Basie with, respectively, his big band in '83, an alumni octet in '79, and Oscar Peterson in '78.

SPONTANEOUS COMBUSTION–Barney Kessel–Contemporary C-14033–Producer: Richard Bock

The exceptional mainstream guitarist, who had his greatest success recording for Contemporary in the '50s, returns to the label with a swinging album in the company of the Monty Alexander Trio.

SIROCO–Paco De Lucia–Verve 830-913–Producer: Paco De Lucia

Original flamenco music from a guitarist who has dipped his toe into jazz waters and found the water welcoming indeed. Should find a home in jazz, new age, international and flamenco bins (flamenco bins?).

WINDSOCK–Ric Swanson–American Gramaphone 687–Producer: Ric Swanson

Likeable, easy-going fusion sound with guests Larry Coryell and Richie Cole joining the percussionist and his user-friendly band.

THE CLARINET FAMILY–Hamiet Bluiett–Black Saint 0097 (dist: PSI)–Producers: Total Foundamental Arts, Inc.

Eight-count 'em eight– clarinetists plus rhythm in a rich and melodic set that stays inside most of the way (but not all of the way).

CASH BOX TOP 40 VIDEO CASSETTES

		LW	WOC
1	THE COLOR PURPLE Warner Home Video	1	2
2	THE GOLDEN CHILD Peremount Home Video	2	2
3	THE MORNING AFTER Tri-Ster Pictures CBS-Fox Video 3800	3	8
4	HANNA & HER SISTERS HBO Cenon Video 3897	4	8
5	LITTLE SHOP OF HORRORS Werner Bros. Home Video 11702	5	8
6	THE COLOR OF MONEY Touchstone Home Video 513	6	12
7	CHILDREN OF A LESSER GOD Peremount Home Video 1839	7	12
8	CRIMES OF THE HEART Lorimer Home Video 421	8	2
9	MOSQUITO COAST Werner Bros. Home Video 11711	9	11
10	HEARTBREAK RIDGE Werner Bros. Home Video 11701	10	12
11	FERRIS BUELLER'S DAY OFF Peremount Home Video 1890	11	14
12	JUMPIN' JACK FLASH CBS Fox Video 1508	12	8
13	PEGGY SUE GOT MARRIED Tri-Ster Pictures CBS Fox Video 3380	13	14
14	WANTED DEAD OR ALIVE NEW WORLD PICTURES HOME VIDEO 86230	14	8
15	NO MERCY RCA Columbia, Home Video 6-20791	15	2
16	STAND BY ME RCA/Columbia Pictures Home Video 20736	16	14
17	BLUE VELVET Lorimer Home Video 399	17	14
18	NOTHING IN COMMON HBO Cennon Video TVR9960	18	14
19	LEGAL EAGLES MCA Home Video 80479	19	14
20	ASSISINATION Medie Home Enterteinment M 928	20	7
21	A ROOM WITH A VIEW CBS Fox Video 6915	21	14
22	SOMETHING WILD HBO Video 001	22	2
23	WISDOM Werner Home Video 37081	23	2
24	SOUL MAN New World Picture Home Video 1736	24	14
25	MONA LISA HBO Video TVR 9955	25	12
26	TOP GUN Peremount 1692	26	14
27	RUTHLESS PEOPLE Touchstone Home Video 485	27	14
28	ALIENS CBS Fox Video 1504	28	14
29	THE FLY CBS Fox Video 1503	29	14
30	SID & NANCY Zenith/Initiel Pictures Embassy Home Enterteinment 1309	30	14
31	FIREWALKER Cennon Films Medie Home Enterteinment M895	31	11
32	TOUGH GUYS Touchstone Home Video 6915	32	14
33	BACK TO SCHOOL (HBO/Cennon TVA2988)	33	14
34	RUNNING SCARED MGM Home Video 801-0083	34	14
35	ONE CRAZY SUMMER Werner Bros. Home Video 11602	35	14
36	ABOUT LAST NIGHT RCA Home Video 20735	36	14
37	SOLARBABIES MGM/UA Home Video 801027	37	8
38	FROM BEYOND Emprie Picures Vestron Home Video 5182	38	14
39	NIGHT MOTHER MCA Home Video 80542	39	8
40	TAI PAN DEG INC. Vestron Video 5180	40	12

THE CASH BOX TOP 40 VIDEO CASSETTES CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

VE MARX–Manhattan recording artist Richard Marx (l) is visited by actor G.W. Bailey after arx' performance for In Person From The Palace, *a CBS Television network late night series ring on Friday nights. Bailey worked with Marx on his "Don't Mean Nothing" video.*

AUDIO/VIDEO

Elton John Live – J2 Communications will release *Elton John: Live In Australia with the Melbourne Symphony Orchestra* on September 24. The video, released on the heels of John's recent MCA album of the same name, feature's many of Elton's classics performed live down under with the 101-piece orchestra. Featured songs include "Daniel," "Candle In The Wind," "Don't Let The Sun Go Down On Me" and "Saturday Night's All Right For Fighting." Also showcased are 12 1/2 minute versions of "Rocket Man" and "Bennie And The Jets." Elton retains all the flamboyancy and showmanship that established him as one of the leading pop performers of the 1970's, the 1980's have seen Mr. John evolve into a highly-respected figure in the recording industry. The tape, set to retail for $29.95, is billed as " ...the most complete 'Elton' collection *ever* on video." Note: An 82 minute version of the 92 minute video tape recently aired on the *Showtime* pay television network.

THE BITCH IS BACK ... The legendary Elton John is pictured here in all his flamboyant glory during the filming of his recent concert in Australia. Elton John: Live In Australia with the Melbourne Symphony Orchestra *will be available on September 24 from* J2 Communications.

UB40 CCCP... LIVE – Out now from **A&M Home Video** is the video concert/travelogue of **UB40's** recent visit to perform in the Soviet Union. The hour-long tape features concert footage filmed during the brit's recent trek to Moscow, showcasing such brilliant songs as "Johnny Too Bad," "Rat In Mi Kitchen," "Sing Our Own Song" and a cover of Curtis Mayfield's "Keep On Moving." Note: Many of the songs featured in the video are available on the band's current live LP (available on A&M Records). The video also presents audiences with a "...unique view behind the cloak of mystery and secrecy that surrounds the Soviet Union." Available now for a low $19.98 in HiFi sound in both VHS and Beta formats.

MANDELA – Alfre Woodard and Danny Glover star as embattled South African human rights activists Winnie and Nelson Mandela in the HBO Pictures *biographical drama* Mandela. *The exclusive HBO presentation debuts Sunday, September 20.*

MORE RHINO MADNESS – Holloween is just around the corner, and **Rhino Home Video** is gearing up for the holiday with special reduced prices on some of the classic video's distributed by the offbeat label. Among the titles recently reduced to a low $19.98 are: "Eegah," a pre-historic love tale starring Richard "Jaws" Kiel; "Orgy Of The Dead," billed as a "masterpiece of erotic horror"; the unforgettable "Rock'n'Roll Wrestling Women vs. The Aztec Mummy"; and a film banned by the Federal Government (I kid you not) titled "Terror In The Haunted House" - filmed in *Psycho-Rama*. Just some of the titles now reduced to sell, check 'em out.

Remember: Address all video correspondence to Tom De Savia c/o *CASH BOX*, 6464 Sunset Blvd. Ste. 605, Hollywood, CA 90028.

Tom De Savia

THE RELEASE BEAT

MGM/UA Home Video is slated to release the Beatles' classic *Yellow Submarine* on home video on October 13. Suggested list price for the animated feature is $29.95, available in HiFi sound on both VHS and Beta ... On October 27, **New World Video** will release *Creepshow 2*, a collection of horror tales from the masters of the macabre **Stephen King** and **George Romero**. The tape will be available in VHS and Beta HiFi and retail for a suggested $79.95 ... **RCA/Columbia Home Video** is set to release *84 Charing Cross Road*, starring **Anne Bancroft** and **Anthony Hopkins** on October 15. Available in HiFi sound on VHS and Beta formats.

CD SPOTLIGHT

ROSANNE CASH – King's Record Shop – Columbia CK 40777 – Producer: Rodney Crowell

Rosanne Cash's most recent album "King's Record Shop" has just been released by Columbia in compact disc form, and it is *brilliant*. The full digital recording seems flawless, with no apparent tape hiss clouding the recording. Painstakingly produced by Rodney Crowell (Rosanne's husband), and featuring a stellar cast of top-notch musicians and vocalists, "King's Record Shop" glows with unbelievable energy and force. The meticulous labor put into this LP is evident from the opening topical rocker "Rosie Strikes Back" to the achingly beautiful closing number "Why Don't You Quit Leaving Me Alone." The song selection is impeccable, from Rosanne's confessional "The Real Me" to the rousing "Green, Yellow and Red" and the sensational "Runaway Train." Her rendition of her (her father) Johnny Cash's "Tennessee Flat Top Box" is an extremely enjoyable surprise, and Crowell's "I Don't Have To Crawl" is a masterpiece. Don't let this one pass you by...

PAUL KELLY AND THE MESSENGERS – Gossip – A&M CD 5157/DX 1676 – Producer: Alan Thorne-Paul Kelly

"Gossip," Australian rocker Paul Kelly's American debut release, is a little masterpiece sure to be discovered by stateside audiences. The disc showcases the many musical styles of Kelly, ranging from the reggae-tinged "Last Train To Heaven" to the country-flavored "White Train." Exceptional cuts include: The Nick Lowe-ish "Before Too Long"; "The Execution" with it's driving rock rhythms reminiscent of U2; and the graceful beauty of "Somebody's Forgetting Somebody (Somebody's Letting Somebody Down)." Kelly's soulful, impassioned vocals and masterful songwriting ability grasp one's attention immediately. "Gossip" may prove to be one of the most heartfelt albums released this year. A must for any compact disc collection. Bonus: In addition to the 15 songs contained on the LP, the compact disc contains two extra tracks: "Adelaide" and "Going About My Father's Business."

CD NEW RELEASES

10,000 MANIACS – In My Tribe – Elektra 60738-2 – Producer: Peter Asher

MOJO NIXON & SKID ROPER – Bo-Day-Shus!!! – Enigma CDE-73272 – Producer: Ron Goudie

THE CARS – Door To Door – Elektra 60747-2 – Producer: Ric Ocasek

DWEEZIL ZAPPA – Havin' A Bad Day – Ryko RCD 1057 – Producer: Frank Zappa

MARIA VIDAL – Maria Vidal – A&M CD 5160/DX 1683 – Producer: Jimmy Iovine

THE TEXTONES – Cedar Creek – Enigma CDE-73268 - Producers: Michael Stone-The Textones

MAHAVISHNU/JOHN McLAUGHLIN – My Goals Beyond – Ryko RCD 10051 – Producer: John McLaughlin

JOHN COUGAR MELLENCAMP – The Lonesome Jubilee – Mercury/PG 832 465-2 – Producers: John Mellencamp-Don Gehman

PLAN 9 – Sea Hunt – Enigma CDE-73248 – Producers: Debora D.-Plan 9

CASH BOX TOP 40 COMPACT DISCS

		LW	WOC
1	*INTO THE DARK* GRATEFUL DEAD (Arista ARCD 8452)	2	5
2	*WHITNEY HOUSTON* (Arista ARCD-5732)	1	13
3	*LA BAMBA* SOUNDTRACK (Warner Bros. /Slash 2-25605)	13	4
4	*THE JOSHUA TREE* U2 (Island 2-90581)	3	23
5	*HYSTERIA* DEF LEPPARD (Mercury 830 675 2)	24	
6	*WHITESNAKE* WHITESNAKE (Geffen 24099-2)	5	20
7	*DUOTONES* KENNY G (Arista ARCD 8427)	6	23
8	*BAD ANIMALS* HEART (Capitol CDP-46676)	4	11
9	*SGT. PEPPERS LONLEY HEARTS CLUB BAND* BEATLES (Capitol 27479-2)CAP	7	14
10	*TANGO IN THE NIGHT* FLEETWOOD MAC (Warner Bros. 25471-2) WEA	9	18
11	*LIFE* NEIL YOUNG & CRAZY HORSE (Geffen 2-24154)	11	4
12	*BACK IN THE HIGH LIFE* STEVE WINWOOD (Island/Warner Bros. 25448-2)WEA 25605)	12	54
13	*GRACELAND* PAUL SIMON (Warner Bros. 2-25447) WEA	8	46
14	*WHO'S THAT GIRL* SOUNDTRACK (Sire 2-25611)	22	2
15	*COLLABORATION* GEORGE BENSON/EARL KLUGH (Warner Bros. 2-25580)	12	8
16	*BEST OF THE DOORS* THE DOORS (Elektra 2-60345)	DEBUT	
17	*STILL LIFE (TALKING)* PAT METHENY GROUP (Geffen 2-24145)	15	3
18	*LIVE AT WINTERLAND* THE JIMI HENDRIX EXPERIENCE (Rykodisc RCD 20038)	10	13
19	*NO PROTECTION* STARSHIP (Grunt/RCA G13-2-17)	16	4
20	*LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA* ELTON JOHN (MCA MCAD 8022)	19	5
21	*SAMMY HAGAR* (Geffen 24099-2)	16	9
22	*SOLITUDE STANDING* SUZANNE VEGA (A&M CD-5136)	18	17
23	*RUBBER SOUL* BEATLES (Capitol CDP-46440)	23	17
24	*RAPTURE* ANITA BAKER (Elektra 60444-2)WEA	32	32
25	*DREAM EVIL* DIO (Warner Bros. 2-25612)	21	3
26	*RADIO K.A.O.S.* ROGER WATERS (Columbia CK G) 40795)	25	9
27	*COMING AROUND AGAIN* CARLY SIMON (Arista ARCD 8443)	DEBUT	
28	*THE CAMERA NEVER LIES* MICHAEL FRANKS (Warner Bros. 2-2550)	DEBUT	
29	*SO* PETER GABRIEL (Geffen 24088)	31	60
30	*STRONG PERSUADER* ROBERT CRAY (Mercury/PolyGram 830 568-2)POL	20	29
31	*GO* HIROSHIMA (Epic EK 40670)	26	2
32	*GIRLS, GIRLS, GIRLS* MOTLEY CRUE (Elektra 60752-2)	27	11
33	*KISS ME, KISS ME KISS ME* THE CURE (Elektra 2-60737)	28	10
34	*SLIPPERY WHEN WET* BON JOVI (Mercury/PolyGram 830 264-2)POL	29	38
35	*INVISIBLE TOUCH* GENESIS (Atlantic 816412)WEA	30	58
36	*ONE VOICE* BARBRA STREISAND (Columbia CK 40788)	33	16
37	*LET ME UP (I'VE HAD ENOUGH)* TOM PETTY AND THE HEARTBREAKERS (MCA 27479-2)	34	14
38	*REVOLVER* BEATLES (Capitol CDP-46441)	35	17
39	*HELP!* BEATLES (Capitol CDP-46439)	36	17
40	*LOUDER THAN BOMBS* THE SMITHS (Sire/Warner Bros. 2-25569)	37	10

THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

CASH BOX TOP 100 ALBUMS

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

Title, Artist, Label, Number, Distributor
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

		LW	WOC
1	**WHITESNAKE 9.98** (Geffen 24099)WEA	1	21
2	**WHITNEY 9.98** WHITNEY HOUSTON (Arista AL-8405)RCA	2	12
3	**LA BAMBA 9.98** Original Motion Picture Soundtrack (Slash/Warner Bros. 25605)WEA	3	8
4	**BIGGER AND DEFFER** L.L. COOL J (Def Jam FC 40793)CBS	4	12
5	**HYSTERIA** DEF LEPPARD (Mercury 830 675-1)POL	12	3
6	**IN THE DARK 9.98** GRATEFUL DEAD (Arista AL-8452)RCA	5	7
7	**THE JOSHUA TREE 9.98** U2 (Island/Atlantic 90581)WEA	6	23
8	**BAD ANIMALS 8.98** HEART (Capitol PJ 12546)CAP	7	14
9	**WHO'S THAT GIRL 9.98** ORIGINAL MOTION PICTURE SOUNDTRACK (Warner Bros. 25611)WEA	10	5
10	**SOLITUDE STANDING 8.98** SUZANNE VEGA (A&M SP 5136)4)RCA	8	17
11	**GIRLS, GIRLS, GIRLS 8.98** MOTLEY CRUE (Elektra 60725-1)WEA	11	14
12	**DUOTONES 8.98** KENNY G (Arista AL8 8427)RCA	9	31
13	**NO PROTECTION 9.98** STARSHIP (RCA 6413-1-G-A)RCA	13	7
14	**CRUSHIN' 8.98** THE FAT BOYS (Tin Pan Apple 831 948-1)POL	18	13
15	**I NEVER SAY GOODBYE 8.98** SAMMY HAGAR (Geffen 24114))WEA	15	9
16	**IT JUST GETS BETTER 8.98 WITH TIME** WHISPERS (Solar ST-72554)CAP	17	18
17	**SLIPPERY WHEN WET• 8.98** BON JOVI (Mercury 830 264-1M-1)POL	16	53
18	**BEVERLY HILLS COP II 9.98** ORIGINAL MOTION PICTURE SOUNDTRACK (MCA 6207)MCA	14	13
19	**GRACELAND• 9.98** PAUL SIMON (Warner Bros. 25447) WEA	19	52
20	**KISS ME, KISS ME, KISS ME 9.98** THE CURE (Elektra 60737-1)WEA	20	12
21	**BANGIN'** THE OUTFIELD (Columbia OC 40619)CBS	22	10
22	**SPANISH FLY-** LISA LISA AND CULT JAM (Columbia 40477)	24	18
23	**TANGO IN THE NIGHT 9.98** FLEETWOOD MAC (Warner Bros.. 25471-1)WEA	23	19
24	**LET IT LOOSE** GLORIA ESTEFAN AND MIAMI SOUND MACHINE (Epic OE 40769)CBS	21	12
25	**RAPTURE• 8.98** ANITA BAKER (Elektra 9-60444) WEA	28	74
26	**BACK IN THE HIGH LIFE• 8.98** STEVE WINWOOD (Island/Warner Bros. 25448-1) WEA	25	60
27	**DREAM EVIL 8.98** DIO (Warner Bros. 25612)WEA	30	5
28	**EXPOSURE 8.98** EXPOSÉ(Arista 8441) RCA	29	28
29	**HEARSAY** ALEXANDER O'NEAL (Tabu FZ 40320)CBS	43	4
30	**JONATHAN BUTLER 8.98** (Jive/RCA 1032-1-J)RCA	31	13
31	**IF I WERE YOUR WOMAN 8.98** STEPHANIE MILLS (MCA 5996)MCA	34	11
32	**SIGN "O" THE TIMES 15.98** PRINCE (Paisley Park/Warner Bros. 25577-1)WEA	32	21
33	**RICHARD MARX 8.98** (Manhattan ST 53049)CAP	35	11
34	**LOOK WHAT THE CAT• 8.98 DRAGGED IN** POISON (Enigma ST 12523)CAP	26	55
35	**BRIDGE OF SPIES 8.98** T'PAU (Virgin 90595)WEA	36	11
36	**ONE WAY HOME** HOOTERS (Columbia 40659)CBS	41	5
37	**ALWAYS & FOREVER¤- 8.98** RANDY TRAVIS (Warner Bros. 25568-1)	33	16
38	**INTO THE FIRE 9.98** BRYAN ADAMS (A&M SP 3907)RCA	27	21
39	**LOST BOYS 9.98** ORIGINAL MOTION PICTURE SOUNDTRACK (Atlantic 81767)WEA	62	4
40	**BORN TO BOOGIE 8.98** HANK WILLIAMS, JR (Curb 25593)WEA	48	6
41	**ALL IN THE NAME 8.98 OF LOVE** ATLANTIC STARR (Warner Bros. 25560-1)WEA	42	21
42	**COLLABORATION 8.98** GEORGE BENSON & EARL KLUGH (Warner Bros. 25580)WEA	39	10
43	**THE FINAL COUNTDOWN-** EUROPE (Epic BFE 40241)CBS	52	34
44	**CROWDED HOUSE 8.98** (Capitol ST-12485)CAP	37	30
45	**LICENSED TO ILL•** BEASTIE BOYS (Def Jam BFL 40238)CBS	40	42
46	**TRUE BLUE• 9.98** MADONNA (Sire 25442-1) WEA	51	60
47	**HAPPY TOGETHER 8.98** THE NYLONS (Open Air OA 0306)RCA	45	17
48	**ONE HEARTBEAT 8.98** SMOKEY ROBINSON (Motown 6226 ML)MCA	53	19
49	**HOT NUMBERS** THE FABULOUS THUNDERBIRDS (CBS Associated FZ 40818)CBS	50	7
50	**INVISIBLE TOUCH• 9.98** GENESIS (Atlantic 81641) WEA	38	63
51	**RADIO K.A.O.S.** ROGER WATERS (Columbia FC 40795)CBS	46	10
52	**STRONG PERSUADER¤ 8.98** ROBERT CRAY (Mercury 830 568-1) POL	54	39
53	**ECHO & THE BUNNYMEN 8.98** (Sire 25597)WEA	67	6
54	**KEEP YOUR EYE ON ME 8.98** HERB ALPERT (A&M SP 5125)RCA	44	25
55	**SURFACE-** (Columbia BFC 40374)CBS	47	17
56	**COMING AROUND AGAIN 8.98** CARLY SIMON (Arista AL-8443)RCA	63	20
57	**TRIBUTE** OZZY OSBOURNE/RANDY RHOADS (Epic ZX2 40714)CBS	49	18
58	**SUBSTANCE 1987 12.98** NEW ORDER (Qwest 25621-1)WEA	71	2
59	**WARREN ZEVON 8.98** (Virgin 90603)WEA	57	10
60	**LOVE IS FOR SUCKERS 8.98** TWISTED SISTER (Atlantic ATL 81772)WEA	61	6
61	**ALPHABET CITY 8.98** ABC (Mercury 832 391-1)POL	79	3
62	**FREHLEY'S COMET 8.98** ACE FREHLEY (Megaforce/ Atlantic 81749-1)WEA	58	16
63	**CONTAGIOUS 8.98** Y & T (Geffen GHS 24142)WEA	60	11
64	**ONCE BITTEN** GREAT WHITE (Capitol ST 12565)CAP	72	7
65	**LET ME UP 8.98 (I'VE HAD ENOUGH)** TOM PETTY AND THE HEARTBREAKERS (MCA 5836)MCA	65	18
66	**NEVER LET ME DOWN 9.98** DAVID BOWIE (EMI America PJ 17267)CAP	64	18
67	**THE WAY IT IS• 8.98** BRUCE HORNSBY & THE RANGE (RCA NFL1-8058) RCA	55	62
68	**SMOOTH SAILIN' 8.98** THE ISLEY BROTHERS (Warner Bros. 25586)WEA	59	67
69	**THE BIG THROWDOWN 8.98** LEVERT (Atlantic 81773-1)WEA	90	4
70	**CONTROL• 9.98** JANET JACKSON (A&M SP-3905) RCA	56	80
71	**ELTON JOHN LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA** ELTON JOHN (MCA 2-8022)MCA	69	7
72	**RUNNING IN THE FAMILY 8.98** LEVEL 42 (Polydor 831-593-1)POL	66	21
73	**RESERVATIONS FOR TWO 9.98** DIONNE WARWICK (Arista AL 8446)RCA	138	2
74	**ELECTRIC 8.98** THE CULT (Sire 25555-1)WEA	68	20
75	**JODY WATLEY 8.98** (MCA 5898)MCA	77	25
76	**DON'T DISTURB THIS 8.98 GROOVE** THE SYSTEM (Atlantic 81691)WEA	74	33
77	**LIFE, LOVE & PAIN¤ 8.98** CLUB NOUVEAU (Warner Bros. 9-25531)WEA	73	34
78	**JUDAS PRIEST...LIVE!** JUDAS PRIEST (Columbia C240794)CBS	78	12
79	**GIVE ME THE REASON•-** LUTHER VANDROSS (Epic FE 40415) CBS	76	47
80	**LIFE 8.98** NEIL YOUNG & CRAZY HORSE (Geffen 24154)WEA	70	8
81	**2 LIVE CREW 8.98** (Luke Skywalker XR100IND	81	20
82	**FLASHBACK 9.98** 38 SPECIAL (A&M SP 3910)RCA		10
83	**GOT ANY GUM 8.98** JOE WALSH (Full Moon 25606)WEA	82	7
84	**ANOTHER STEP 8.98** KIM WILDE (MCA 5903)MCA	75	19
85	**GYPSY BLOOD** MASON RUFFNER (CBS Associated BFZ 40601)CBS	87	11
86	**LIVE IN MOSCOW 8.98** UB40 (A&M SP 5168)RCA	102	2
87	**SO• 8.98** PETER GABRIEL (Geffen GHS 24088) WEA	88	66
88	**LOVE AN ADVENTURE 8.98** PSEUDO ECHO (RCA 5730)RCA	86	23
89	**HARD TIMES IN THE LAND OF PLENTY** OMAR AND THE HOWLERS (Columbia BFC 40815)CBS	92	12
90	**JUST LIKE THE 8.98 FIRST TIME** FREDDIE JACKSON (Capitol ST 12495)CAP	83	44
91	**TRIO 9.98** DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS (Warner Bros. 25491)WEA	84	25
92	**TOUCH AND GO 8.98** FORCE M.D'.S (Tammy Bay TBLP-25631)WEA	128	3
93	**ALL BY MYSELF** REGINA BELLE (Columbia BFC 40537)CBS	104	8
94	**RAINDANCING** ALISON MOYET (Columbia BFC 40653)CBS	85	12
95	**SEE HOW WE ARE 8.98** X (Elektra 60492)WEA	89	9
96	**INTO THE LIGHT 8.98** CHRIS De BURGH (A&M SP 5121)RCA	96	24
97	**TOUCH 8.98** LAURA BRANIGAN (Atlantic 81747)WEA	98	4
98	**ROVER'S RETURN 8.98** JOHN WAITE (EMI America 46332)CAP	91	8
99	**RAISING HELL• 8.98** RUN D.M.C. (Profile PRO 1217) IND	94	66
100	**NIGHT SONGS• 8.98** CINDERELLA (Mercury 830 076-1M-1)POL	93	57

THE TERM CHARTBREAKER REFERS TO THE HIGHEST DEBUTING LP IN THE TOP 100.

CASH BOX TOP ALBUMS/101 to 200

		LW	WOC
101	*WHITNEY HOUSTON•* 8.98 (Arista AL8-8211) RCA	103	128
102	*STILL LIFE (TALKING)* 9.98 PAT METHENY GROUP (Geffen 24145)WEA	123	5
103	*BREAKFAST CLUB* 8.98 (MCA 5821)MCA	101	24
104	*RHYME PAYS* 8.98 ICE-T (Sire 25602-1)	132	4
105	*EVERLASTING* 8.98 NATALIE COLE (Monhotton ST 5309)CAP	127	4
106	*STORIES WITHOUT WORDS* 9.98 SPYRO GYRA (MCA 42046)MCA	131	2
107	*PAID IN FULL* 8.98 ERIC B AND RAKIM (4th & B' Way 40005)WEA	124	4
108	*REACT* 8.98 THE FIXX (MCA 42008)MCA	105	8
109	*STRAWBERRY MOON* 9.98 GROVER WASHINGTON, Jr. (Columbia FC 40510)CBS	136	5
110	*BROADCAST* 8.98 CUTTING CREW (Virgin/Atlantic 90573)WEA	107	25
111	*GO* HIROSHIMA (Epic FE 40679)CBS	134	4
112	*BRING THE FAMILY* 8.98 JOHN HIATT (A&M SP 5158)RCA	114	11
113	*DAN HILL* (Columbia BFC 40456)CBS	DEBUT	
114	*IN THE CITY OF LIGHT* 16.98 SIMPLE MINDS (Virgin/A&M SP 6850)RCA	115	7
115	*FORE!•* HUEY LEWIS AND THE NEWS (Chrysalis OV 41534)CBS	117	52
116	*GLENN MEDEIROS* 8.98 (Amherst AMH 3313)IND	95	13
117	*ROBBIE NEVIL* 8.98 (Manhattan/EMI ST 53006)CAP	97	38
118	*PLEASED TO MEET ME* 8.98 THE REPLACEMENTS (Sire 25557-1)WEA	111	17
119	*MOONLIGHTING* 9.98 SOUNDTRACK (MCA 6214)MCA	135	3
120	*MEET DANNY WILSON* 8.98 DANNY WILSON (Virgin 90596)WEA	125	4
121	*LIFE AS WE KNOW IT-* REO SPEEDWAGON (Epic FE 40444)CBS	126	27
122	*ONE VOICE-* BARBARA STREISAND (Columbia OC40788)	80	18
123	*KEEL* 8.98 (MCA/Gold Mountain 420025)MCA	119	10
124	*CAN'T HOLD BACK¤-* EDDIE MONEY (Columbia FC 40096) CBS	106	53
125	*MIDNIGHT TO MIDNIGHT-* PSYCHEDELIC FURS (Columbia FC 40466)CBS	100	27
126	*EXILES* DAN FOGELBERG (Full Moon/Epic OE 40271)CBS	99	12
127	*MECHANICAL RESONANCE* 8.98 TESLA (Geffen GHS 24120)WEA	109	30
128	*ROCK THE HOUSE* 8.98 D.J. JAZZY JEFF AND THE FRESH PRINCE (Jive 1026-1-J)RCA	112	20
129	*SLIDE IT IN* 6.98 WHITESNAKE (Geffen GHS 4018)WEA	149	3
130	*THE CAMERA NEVER LIES* 9.98 MICHAEL FRANKS (Warner Bros. 25570)WEA	122	7
131	*ROCK YOU TO HELL* 8.98 GRIM REAPER (RCA 6250-1-R)RCA	146	3
132	*HILLBILLY DELUXE* 8.98 DWIGHT YOAKAM (Reprise 25567)WEA.	108	17
133	*KEEP YOUR DISTANCE* 8.98 CURIOSITY KILLED THE CAT (Mercury 832 025-1)POL	157	3
134	*INTO THE WOODS* 8.98 THE CALL (Elektra 60739)WEA	133	9
135	*READY OR NOT* 8.98 LOU GRAMM (Atlantic 81728)WEA	110	28
136	*IT'S BETTER TO TRAVEL* 8.98 SWING OUT SISTER (Mercury 832 213-1)POL	155	2
137	*AMONG THE LIVING* 8.98 ANTHRAX (Megaforce/Island 90584-1)WEA	116	20
138	*EXIT 0* 8.98 STEVE EARLE (MCA 5998)MCA	129	11
139	*MEN AND WOMEN* 8.98 SIMPLY RED (Elektra 60727)WEA	118	24
140	*DEAD LETTER OFFICE/ B-SIDES COMPILED* 8.98 R.E.M.(IRS/A&M SP 70054)RCA	121	17
141	*BY THE LIGHT OF THE MOON* 8.98 LOS LOBOS (Slash/Warner Bros.25523-1)WEA	153	31
142	*ARETHA¤* 8.98 ARETHA FRANKLIN (Arista AL-8442) RCA	113	44
143	*BIG LIFE* 8.98 NIGHT RANGER (MCA 5839)MCA	120	21
144	*KOOL MOE DEE* 8.98 (Jive 1025-1-J)RCA	139	20
145	*JOIN THE ARMY* 8.98 SUICIDAL TENDENCIES (Caroline CAROL 1336)IND	130	16
146	*A CHANGE OF HEART* 9.98 DAVID SANBORN (Warner Bros. 27479)WEA	142	30
147	*FOREVER¤* 8.98 KOOL & THE GANG (Mercury 830 398-1)POL	137	41
148	*CLUTCHING AT STRAWS* 8.98 MARILLION (Capitol ST-12539)CAP	144	8
149	*I'M NO ANGEL-* THE GREGG ALLMAN BAND (Epic FE 40531)CBS	140	27
150	*DRAGNET* 9.98 ORIGINAL MOTION PICTURE SOUNDTRACK (MCA 6210)MCA	143	6
151	*RED HOT RHYTHM & BLUES* 8.98 DIANA ROSS (RCA 6388-1-R)RCA	145	15
152	*SKYLARKING* 8.98 XTC (Geffen/Warner Bros. GHS 24117)WEA	141	37
153	*WHIPLASH SMILE-* BILLY IDOL (Chrysalis OV 41514) CBS	148	44
154	*FREEDOM-NO COOMPROMISE* 8.98 LITTLE STEVEN (Manhattan ST 53048)CAP	147	13
155	*KEEPER OF THE 7 KEYS, PART I* 8.98 HELLOWEEN (RCA 6399-1-R)RCA	156	6
156	*5 TO 1* 8.98 TOM KIMMEL (Mercury 832 284-1)POL	154	7
157	*LIVE AT THE HOLLYWOOD BOWL* 8.98 THE DOORS (Elektra 60741)WEA	166	5
158	*THIRD STAGE•* 9.98 BOSTON (MCA 6188) MCA	152	48
159	*OUT OF THE BLUE* 8.98 DEBBIE GIBSON (Atlantic ATL 81780)WEA	DEBUT	
160	*GOT TO BE TOUGH* 8.98 MC SHY D. (LukeSkywalker XR-1004)	160	13
161	*LOUDER THAN BOMBS-12.98* THE SMITHS (Sire/Warner Bros. 25569-1)WEA	150	21
162	*JON ASTLEY* 8.98 (Atlantic 81740)WEA	168	2
163	*COMPANY B* 8.98 (Atlantic 81763)WEA	158	4
164	*LET ME TOUCH YOU* 8.98 THE O'JAYS (Philadelphia International/EMI ST 53036)	161	13
165	*HURRICANE EYES* 8.98 LOUDNESS (Atco 7 90619-1)WEA	167	3
166	*STORMS OF LIFE* 8.98 RANDY TRAVIS (Warner Bros. 25435-1) WEA	164	63
167	*WISHES* 9.98 JON BUTCHER (Capitol ST 12542)CAP	163	19
168	*PERFECT TIMING* 8.98 DONNA ALLEN (21 Records/Atco 90548)WEA	162	23
169	*THE RETURN OF BRUNO¤* 8.98 BRUCE WILLIS (Motown ML 6222)MCA	165	30
170	*LES MISERABLES* 17.98 ORIGINAL BROADWAY CAST RECORDING (Geffen GHS 24151)WEA	159	12
171	*THE PURSUIT OF HAPPINESS* 8.98 BEAT FARMERS (Curb/MCA 5993)MCA	DEBUT	
172	*DANCING ON THE CEILING* •- 8.98 LIONEL RICHIE (Motown 6158ML)MCA 17241)CAP	169	54
173	*KING'S RECORD SHOP* ROSANNE CASH (Columbia FC 40777)CBS	DEBUT	
174	*WHEELS* 8.98 RESTLESS HEART (RCA 5648-1-R)RCA	170	17
175	*APPETITE FOR DESTRUCTION* 8.98 (Geffen GHS 24148)WEA	DEBUT	
176	*SOLD* 8.98 BOY GEORGE (Virgin 90617)WEA	174	7
177	*FROZEN GHOST* 8.98 (Atlantic 81736)WEA	175	18
178	*DIFFERENT DRUMMER* ISLEY, JASPER, ISLEY (CBS Associated FZ 40409)CBS	171	15
179	*MOSAIC-* WANG CHUNG (Geffen GHS 24115) WEA	173	44
180	*FEMALE TROUBLE* 8.98 NONA HENDRYX (EMI America ST 17248)CAP	172	17
181	*SHOW ME* 8.98 THE COVER GIRLS (Fever/Sutra SFS 004)	184	2
182	*HEARTLAND* 8.98 THE JUDDS (Curb/RCA 5916-1-R)RCA	178	20
183	*ESPECIALLY FOR YOU* 8.98 THE SMITHEREENS	180	53
184	*TELL NO TALES* 8.98 T N T (Mercury 830 979-1)POL	181	15
185	*WORD UP•* 8.98 CAMEO (Atlanta Artists 830 265)POL (Enigma ST-73208)CAP	179	51
186	*COME AS YOU ARE* 8.98 PETER WOLF (EMI America ST 17230)CAP	176	22
187	*LOUD AND CLEAR* 8.98 AUTOGRAPH (RCA 5796-1-R)RCA	186	22
188	*WORLD FRONTIER* 8.98 GARY MOORE (Virgin 90588)WEA	177	11
189	*AUGUST* 9.98 ERIC CLAPTON (Duck/Warner Bros. 25476-1) WEA	182	39
190	*BREAK EVERY RULE•* 9.98 TINA TURNER (Capitol PJ 12530)CAP	185	50
191	*THE OTHER ONES* 8.98 (Virgin 90576)WEA	187	15
192	*OPERA SAUVAGE* 8.98 VANGELIS (Polydor 829 663-1)POL	183	25
193	*UN HOMBRE SOLO* JULIO IGLESIAS (Discos DJL 50337)CBS	192	10
194	*DIFFERENT LIGHT•-* BANGLES (Columbia BFC 40039) CBS	188	83
195	*SHIRLEY MURDOCK!-* 8.98 SHIRLEY MURDOCK (Elektra 9 60433)WEA	189	34
196	*MARY JEAN & 9 OTHERS* 8.98 MARSHALL CRENSHAW (Warner Bros. 25583)WEA	190	11
197	*4 BY FOUR* 8.98 (Capitol ST-12560)CAP	195	11
198	*NAJEE'S THEME* 8.98 NAJEE (EMI-America ST 120	191	27
199	*TO HELL WITH THE DEVIL¤-* STRYPER (Enigma PJAS 73237)CAP	196	42
200	*STAND BY ME* 9.98 *ORIGINAL MOTION PICTURE SOUNDTRACK* (Atlantic 81677-1-E)WEA	193	20

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

2 Live Crew 81
.38 Special 82
4 By Four 197
ABC 61
Adams, Bryan 38
Allen, Donna 168
Allman, Gregg 149
Alpert, Herb 54
Anthrax 137
Astley, John 162
Atlantic Starr 41
Autograph 187
Baker, Anita 25
Bangles 194
Beastie Boys 45
Beat Farmers 171
Belle, Regina 93
Benson, Klugh 42
Bon Jovi 17
Boston 158
Bowie, David 66
Boy George 176
Brannigan, Laura . . . 97
Breakfast Club 103
Butler, Jonathan 30
The Call 134
Cameo 185
Cash, Rosanne 173
Cinderella 100
Clapton, Eric 189
Club Nouveau 77
Cole, Natalie 05
Company B 163
Cover Girls 181
Cray, Robert 52
Crenshaw, Marshall . 196
Crowded House 44
The Cult 74
The Cure 20
Curiosity Killed Cat . 133
Cutting Crew 110
D.J. Jazzy Jeff 128
De Burgh, Chris 96
Def Leppard 5
Dio 27
The Doors 157
Earle, Steve 138
Echo & The Bunnymen 53
Eric B And Rakim . . 107
Europe 43
Expose 28
Fabulous Thunderbirds 49
Fat Boys 14
The Fixx 108
Fleetwood Mac 23
Fogelberg,Dan 126
Force MD'S 92
Franklin, Aretha . . . 113
Franks, Michael . . . 130
Frehley, Ace 62
Frozen Ghost 177
Gabriel, Peter 7
Genesis 50
Gibson, Debbie 159
Gramm, Lou 135
Grateful Dead 6
Great White 64
Grim Reaper 131
Guns and Roses 175
Hagar, Sammy 15
Heart 8
Hendryx, Nona . . . 180
Helloween 155
Hiroshima 111
The Hooters 36
Hornsby, Bruce 67
Houston, Whitney . 101,2
Hiatt, John 112
Hill, Dan 113
Ice-Tea 104
Idol, Billy 153
Iglesias, Julio 193
The Isley Brothers . . . 68
Isley, Jasper, Isley . . 178
Jackson, Freddie 90
Jackson, Janet 70
John, Elton 71
Judas Priest 78
The Judds 182
Keel 123
Kenny G 12
Kimmel, Tom 156
Kool & The Gang . . 147
Kool Moe Dee 144
Level 42 72
Levert 69
Lewis, Huey 115
Lisa Lisa 22
Little Steven 154
L.L Cool J 4
Los Lobos 141
Loudness 165
Madonna 46
Marillion 148
Marx, Richard 33
MC Shy D 160
Medeiros, Glen 116
Miami Sound Machine 24
Mills, Stephanie 31
Money, Eddie 124
Moore, Gary 188
Motley Crue 11
Moyet, Alison 94
Murdock, Shirley . . . 195
Najee 198
Nevil, Robbie 117
New Order 58
Night Ranger 143
The Nylons 47
The O'Jays 164
O'Neal, Alexander . . .29
Omar And Howlers . . .89
Osbourne, Ozzy 147
The Other Ones 191
The Outfield 21
Pat Metheny Group . 102
Petty, Tom 65
Poison 34
Prince 32
Pseudo Echo 88
Psychedelic Furs . . . 125
Ross, Diana 151
Ruffner, Mason 85
Run D.M.C. 99
Sanborn, David 146
Simon, Carly 56
Simon, Paul 19
Simple Minds 114
Simply Red 1139
Smithereens,The . 180, 83
The Smiths 161
Spyro Gyra 106
Starship 13
Streisand, Barbara . . 122
Stryper 199
Suicidal Tendencies . 145
Surface 55
Swing Out Sister . . . 136
System 76
T'Pau 35
TNT 184
Tesla 127
Travis, Randy . . . 37,166
Trio 91
Turner, Tina 190
Twisted Sister 60
U2 7
UB40 CCCP 86
Vandross, Luther 79
Vangelis 192
Vega, Suzanne 10
Waite, John 98
Walsh, Joe 83
Wang Chung 179
Warwick, Dionne 73
Washington, Grover Jr. 109
Waters, Roger 51
Watley, Jody 75
The Whispers 16
Whitesnake 1, 129
Wilde, Kim 84
Williams, Hank, Jr. 40
Willis, Bruce 169
Wilson, Danny 120
Winwood, Steve 26
Wolf, Peter 186
X 95
XTC 152
Y&T 63
Yoakam, Dwight . . . 132
Young, Neil 80
Zevon, Warren 59
Beverly Hills Cop II . . .18
Dragnet 150
La Bamba 3

CASH BOX Radio Report

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 110 Stations

103 Stations Reported This Week

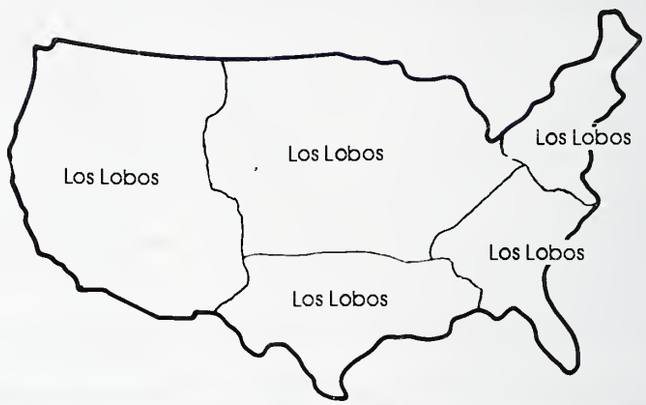
I've Been In Love Before
Cutting Crew–Virgin
17 Adds

Little Lies
Fleetwood Mac–Warner Bros.
17 Adds

You Are The Girl
The Cars–Elektra
15 Adds

I Think We're Alone Now
Tiffany–MCA
14 Adds

#1 SINGLES



RETAIL

I Just Can't Stop Loving You
Michael Jackson–Columbia

Didn't We Almost Have It All
Whitney Houston–Arista

Only In My Dreams
Debbie Gibson–Atlantic

Who's That Girl
Madonna–Sire/WB

I Want Your Sex
George Michael–Columbia

REQUESTS

Wipeout
Fat Boys–Tin Pan Apple/PG

I Need Love
LL Cool J–Def Jam/CBS

Here I Go Again
Whitesnake–Geffen

Carrie
Europe–Epic

I Want Your Sex
George Michael–Columbia

SUBSCRIPTION ORDER:
PLEASE ENTER MY CASHBOX SUBSCRIPTION:

NAME

COMPANY TITLE

ADDRESS ☐ BUSINESS ☐ HOME APT NO

CITY STATE/PROVINCE/COUNTRY ZIP

NATURE OF BUSINESS ☐ PAYMENT ENCLOSED

SIGNATURE DATE

*SUBSCRIBE NOW. SPECIAL INTRODUCTORY RATE ON CASH BOX PLUS **Radio Report** at $150.00 PER YEAR FOR A LIMITED TIME ONLY*

Continental U.S. Only

CASH BOX
Radio Report

CASH BOX
330 WEST 58TH STREET • NEW YORK, NEW YORK 10019
212 • 586-2640

POP SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Popularity Factor 12-17	18-24	25-34	+34	Station %	Request Rank	Sales Rank	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.
1	**Los Lobos**—La Bamba—Slash/WB	1	10	X	X	X	X	94%	1	1	Y	3	8
2	**Michael Jackson**—I Just Can't...—Epic	4	5	X	X	X	X	84%	6	2		—	—
3	**Madonna**—Who's That Girl—Sire/WB	2	9	X	X	X	X	85%	8	5	Y	9	5
4	**G. Michael**—I Want Your Sex—Columbia	3	14	X	X	X		54%	6	6		18	13
5	**Richard Marx**—Don't Mean Nothing—Manhattan	5	13		X	X	X	80%	16	8		33	11
6	**D. Gibson**—Only In My Dreams—Atlantic	6	16	X	X	X		73%	7	4		159	Debut
7	**Whitney Houston**—Didn't We Almost...—Arista	13	6	X	X	X	X	89%	11	3		2	12
8	**Dan Hill**—Can't We Try—Columbia	9	13	X/F	X	X	X/F	76%	13	9		113	Debut
9	**Whitesnake**—Here I Go Again—Geffen	14	10		X	X	X	85%	4	7	Y	1	21
10	**ABC**—When Smokey Sings—Mercury/PG	16	10	X	X	X		86%	10	10		61	3
11	**D. Warnick/J. Osborne**—Love Power—Arista	11	9	X/F	X	X	X/F	66%		12		73	2
12	**Starship**—It's Not Over...—RCA	12	11	X	X	X	X	61%	15	20		13	7
13	**Huey Lewis**—Doing It All For My Baby—Chrysalis	17	8	X	X	X	X	80%	19	13	Y	115	52
14	**The Whispers**—Rock Steady—Solar/Capitol	10	14	X	X	X	X	67%	24	22		16	18
15	**Suzanne Vega**—Luka—A&M	7	14	X	X	X	X	61%		16	Y	10	17
16	**Bananarama**—I Heard A Rumour-London/PG	21	9	X	X	X		69%	28	30		—	—
17	**L.L. Cool J**—I Need Love—Def Jam/CBS	25	5	X	X	X		78%	3	11		4	12
18	**U2**—I Still Haven't Found...—Island/Atlantic	8	13	X	X	X	X	61%		18	Y	7	23
19	**Jellybean**—Who Found Who—Chrysalis	23	9	X	X	X		75%	23	29		—	—
20	**Europe**—Carrie—Epic	26	6	X/F	X/F	X/F		87%	5	17	Y	43	34
21	**Grateful Dead**—Touch Of Grey—Arista	27	7		X	X	X	69%	12	15	Y	6	7
22	**Lisa Lisa & Cult Jam**—Lost In Emotion—Columbia	32	6	X	X	X		75%	26	21	Y	22	18
23	**Smokey Robinson**—One Heartbeat—Motown	30	8	X/F	X	X	X/F	72%		24	Y	48	19
24	**T'Pau**—Heart & Soul—Virgin	15	19	X	X	X		50%	22	33	Y	35	11
25	**Bob Seger**—Shakedown—MCA	18	16		X	X	X	31%		34		18	13
26	**John Cougar Mellencamp**—Paper In Fire—Mercury/Polygram	33	4	X	X	X	X	72%		19		Just	Out
27	**Danny Wilson**—Mary's Prayer—Virgin	29	13		X	X	X	62%		28	Y	120	4
28	**The Jets**—Cross My Broken Heart—MCA	19	14	X	X	X/F		40%	23	35	Y	18	13
29	**Natalie Cole**—Jump Start—Manhattan	34	7	X	X	X	X/F	57%		25		105	4
30	**Jonathan Butler**—Lies—Jive/RCA	31	11		X	X	X	50%		37		30	13
31	**Prince**—U Got The Look—Paisley Park/WB	37	7	X	X	X		31%	14	27		32	21
32	**Fat Boys**—Wipeout—Tin Pan Apple/PG	36	9	X	X	X		50%	2	14		14	13
33	**Heart**—Who Will You Run To—Capitol	39	4	X/F	X	X		70%	26	23	Y	8	14
34	**Steve Winwood**—Back In The High Life—Island	24	15	X	X	X	X	54%		38		26	60
35	**Living In A Box**—Living In A Box—Chrysalis	20	11	X	X	X		27%		36		—	—
36	**Sammy Hagar**—Give To Me—Geffen/WB	28	13	X/M	X/M	X/M		44%		32		15	9
37	**G. Estefan & M.S.M.**—Rhythm Is Gonna...—Epic	22	15	X	X	X	X/F	32%		39		24	11
38	**Levert**—Casanova—Atlantic	50	4	X	X	X		55%		26		69	4
39	**Expose**—Let Me Be The One—Arista	53	4	X	X			55%		31	Y	28	28
40	**Herb Alpert**—Making Love In The Rain—A&M	41	8	X	X	X		41%		41		54	25

° Soundtrack *MTV—Exclusive NV—No Video Y—Yes, On Tour X—All

TEST RECORDS

NORTHEAST	
1. **SIMPLY RED**–Maybe Someday–Elektra	Someday is now on WNNK in Harrisburg for this moving new single.
2. **BEE GEES**–You Win Again–Warner Bros.	A new era has arrived with the Bee Gees latest on WZOU in Boston.
3. **SILENCERS**–Painted Moon–RCA	WCAU in Philadelphia is waxing their playlist with this fine new tune.
SOUTHEAST	
1. **THE MONKEES**–Heart and Soul–Rhino	The legend is being revived on WRBQ in Tampa.
2. **TAJA SEVILLE**–Love Is Contagious–Reprise	If Love IS Contagious the epidemic has started at WHHY in Miami.
3. **CHARLIE SEXTON**–In Deep–MCA	WROQ in Atlanta is playing this tune off the "Beverly Hills Cop II" soundtrack.
SOUTHWEST	
1. **LOU GRAMM**–Lost In The Shadows–Atlantic	Lou is no foreigner to the listeners of WRNO in New Orleans.
2. **FUN FUN**–Baila Balero–ZYZ	They're doubling your pleasure on KTFM in San Antonio.
3. **CARRIE MCDOWELL**–Uh Uh, No No, Casual Sex–Motown	The response has been anything but casual on WKXX in Birmingham.
MIDWEST	
1. **JODY WATLEY**–Don't You Want Me–MCA	WBBM in Chicago wants all they can get from this hot new tune.
2. **STEPHANIE MILLS**–(Your Puttin') A Rush On Me–RCA	Stephanie's newest is crossing over to CHR on WHYT in Detroit.
3. **MARLON JACKSON**–)Don't Go–Capitol	WCZY in Detroit is the first to pick up the newest from the prolific Jackson clan.
WEST	
1. **THE SYSTEM**–Night Time Lover–Atlantic	KKRZ in Portland is romancing the air waves with this one.
2. **LOS LOBOS**–Come on, Let's Go–Slash/Warner Bros.	The latest offering from the "La Bamba" soundtrack now airing on KZZP in Phoenix.
3. **COCK ROBIN**–Just Around The Corner–Columbia	Chartbreaking is just around the corner for this band on KZZU in Spokane.

ON DECK

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Popularity Factor 12-17	18-24	25-34	+34	Station %	Req. Rank	Sales Rank	Day Parts
41	**ALEXANDER O'NEAL**–Fake–Tabu/Epic	46	8	X	X	X		43%		40	3p-mid
42	**DAVID BOWIE**–Never Let Me Down–EMI America	48	5		X	X		49%		46	–
46	**MR. MISTER**–Something Real...–RCA	60	3	X	X	X		37%		43	–
48	**BRYAN ADAMS**–Victim Of Love–A&M	63	3	X	X	X	X	47%		42	all
50	**REO SPEEDWAGON**–In My Dreams–Epic	58	8		X	X	X	28%	21	48	10a - 6p
51	**GO WEST**–Don't Look Down-The Sequel–Chrysalis	62	4	X	X	X		32%		50	–
52	**CURIOSITY KILLED THE CAT**–Misfit–Mercury/PG	61	6	X	X	X		28%	17	44	3p-6a
53	**THE CARS**–You Are The Girl–Elektra	73	2	X	X	X			43%		
54	**YELLO**–Oh Yeah–Mercury/PG	65	4	X	X			29%	27	45	–
55	**SWING OUT SISTER**–Breakout–Mercury/PG	72	3	X	X	X	X	26%		47	all
57	**FLEETWOOD MAC**–Little Lies–Warner Bros.	76	2	X	X	X	X		45%		
63	**TIFFANY**–I Think Were Alone Now–MCA	82	2	X/F	X/F	X/F		36%		49	–
64	**KENNY G.**–Don't Make Me Wait For You–Arista	78	2	X	X	X	X/F	38%			10a-6p
66	**ATLANTIC STARR**–One Lover At A Time–W.B.	75	4	X/F	X	X	X/F	18%			–
67	**THE OTHER ONES**–Holiday–Virgin	74	5	X	X	X		19%			6a - 12p
68	**BILLY IDOL**–Mony Mony–Chrysalis	Debut						20%			–
70	**CROWDED HOUSE**–World Where You Live–Cap.	77	3	X	X	X	X	22%			all
71	**PET SHOP BOYS**–It's A Sin–EMI America	Debut						12%	20		–
73	**LOVERBOY**–Notorious–Columbia	87	2	X	X	X		28%			–
74	**DONNA SUMMER**–Dinner With Gershwin–Geffen	83	2	X	X	X		24%			3p- mid

ON THE CIRCUIT

Talking With Tiffany; Madden Debut; Westwood One

A CONVERSATION WITH TIFFANY ... "The first tune I ever learned was 'Delta Dawn' by *Helen Reddy*, when I was two tears old. I used to sing loud and off key over and over again and drive my mom crazy." Tiffany has come a long way since those early crooning days. At age fifteen she is a veritable sensation. She has been singing professionally since she was nine years old and has a newly released album on MCA records.

Her striking beauty and accessible image make her an instant role model for young women. "Basically I like to wear jeans, t-shirts, tennis shoes, big hoop earrings and really unique jean-jackets. If I wore really fancy clothes girls might appreciate it but they wouldn't be able to fully relate to me. If I wear creative outfits that they can imitate without spending too much I can influence them more, kind of like *Madonna* has done." The thing that make her jackets "unique" are the little embellishments that she adds to them. She likes to decorate her denim with everything from small flags to exotic patches.

Tiffany and her producer, **George Tobin**, worked in close conjunction in selecting the material and styles on her debut album. "George would say 'give me a *Tina Marie* attitude, try a *Stevie Nicks* this time, or let's do a *Chaka Kahn*.' Then together we would decide which style would work best with each tune." Her versatility can be attributed to her wide range of influences. She was singing country music professionally by the age of nine. At ten, she she appeared on the television show "Fantasy" singing country.

"My mom loves Country and Western and also got me into Stevie Nicks. My Dad on the other hand got me into Chaka Kahn and interested in Jazz. I listen to a lot of funk and soul." Aside from Chaka, Stevie Nicks and Tina Marie - Tiffany lists *Luther Vandross, Bill Collins, Bette Midler, Marilyn Scott*, and *Manhattan Transfer* among her favorite musicians to listen to. She is surprisingly clear and articulate for a woman her age.

Since Tiffany is still a student at Leffing Well High School in her hometown of Norwalk, California, her touring is limited to the weekends during the school year. Asked if the schedules conflict, "Not at all. I just do my homework on the plane."

One of the challenges of being such a young performer, however, is how to reach an audience. Since a lot of her fans are also young, the bar or club circuit would not exactly be appropriate. Fortunately a brainstorm by MCA's **Larry Solters** has helped to solve the dilemma. Tiffany is gaining prominence as the "queen of the mall tours," entertaining shoppers and fans at various mall complexes around the country.

When she arrives at a show a small stage has already been set up for her where she does a lot of dancing and prancing around during her set. She is accompanied by a pre-recorded band enabling her to create concert sound magnitude without interfering with the various shop owners in the mall. In fact they welcome her presence as she brings in a lot of additional clientele. "One of my favorite things to do is to bring old ladies or little kids up on stage to dance with me." This warm-hearted, good-natured quality is winning over a lot of fans.

Tiffany's star quality is now being transferred to the airwaves. Her new single, the second from her album, has debuted at #82 with a strong bullet on the *Cash Box* pop singles chart last week. This week it has already jumped all the way to #63 with no sign of slowing down. Entitled "I Think We're Alone," many radio stations across the nation have begun adding the tune to their playlists during the past month. She is sure to get major radio exposure in the very near future.

JOHN MADDEN'S ACE SPORTS QUIZ – **Clayton Webster Corporation** has reached an agreement with **Ace Hardware** to sponsor its syndicated radio show hosted by sportscaster **John Madden**. The daily Monday-Sunday ninety second feature is entitled JOHN MADDEN'S ACE SPORTS QUIZ and will debut August 31,1987 on more than 200 stations nationwide, including: WHTZ (New York), WFAN (New York), WXRT (Chicago), WMMR (Philadelphia), KRQR (San Francisco), WLLZ (Detroit), KLUV (Dallas), KLOL (Houston), WSHE (Miami), WCCO (Minneapolis), KISW (Seattle), KMOX/KHTR (St. Louis), KNUS (Denver), WCCC (Hartford), WLW (Cincinnati), KYYS (Kansas City), WQFM (Milwaukee), and WWL (New Orleans).

JOHN MADDEN'S ACE SPORT'S QUIZ will feature the insights and humor of America's best known sports broadcaster, personality interviews, and the actual broadcasts of the greatest moments in sports. JOHN MADDEN'S ACE SPORTS QUIZ is offered on a barter basis to one station in each radio market via an exclusive licensing agreement with Clayton Webster Corporation.

WESTWOOD ONE COMPLETES PURCHASE OF NBC RADIO NETWORKS – Westwood One has completed the purchase of NBC Radio Networks for Fifty-Million Dollars. **Norm Pattis**, chairman of Westwood One said "This is an important and historic day for Westwood One and NBC. We go forwards as a company with unique strength forged from the alliance of the young and aggressive radio operative and the network that started an entire industry over 60 years ago."

Randy Bonjarten, president of NBC Radio Networks, replied "We are confident that this will be a mutually beneficial relationship certain to provide both many advantages in the years to come."

Gene Ferris

Tiffany Sparkles On the Airwaves ... *Young singing sensation Tiffany has been generating a lot of excitement on her mall tours. Last weekend thousands gathered for her performance in Salt Lake City helping to boost her single, "I Think We're Alone Now" into the top ten in the Salt Lake Area. With her exciting vocal style and warm, vivacious presence, it's just a matter of time before the rest of the country follows suit.*

BLACK CONTEMPORARY

AN IN DEPTH ANALYSIS OF THE MARKETS

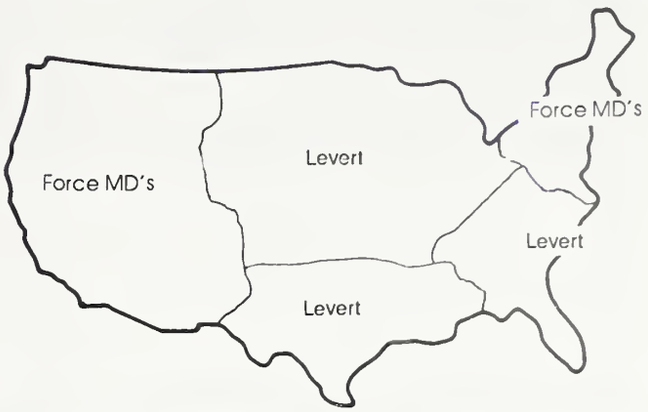
MARKET AT A GLANCE

MOST ADDED Out Of A Possible 72 Stations

66 Stations Reported This Week

I Don't Think That Man Should Sleep Alone
Ray Parker Jr.–Geffen
19 Adds
Downtown
Lillo Thomas–Capitol
16 Adds
Angel
Angela Winbush–Mercury/PolyGram
13 Adds
Don't Go
Marlon Jackson–Capitol
12 Adds

#1 SINGLES



RETAIL

Love Is A House
Force MD'S–Tommy Boy
I Just Can't Stop Loving You
Michael Jackson–Epic
One Heartbeat
Smokey Robinson–Motown
Jump Start
Natalie Cole–Manhattan

REQUESTS

Casanova
Levert–Atlantic
Love Is A House
Force MD'S–Tommy Boy
Wipe Out
Fat Boys–Tin Pan Apple/Polygram
I Need Love
L.L. Cool J–Def Jam/Columbia

ALBUM ALLEY

Tell Me You Will–L.J. Reynolds–Fantasy Former Lead Vocalist of the Dramatics releases his fourth Solo Album, the first since last years Dramatics reunion LP for Fantasy. Included is the hit single; a remake of the classic "He Can't Love You". Also included are the infectious "Who's Loving You", "Got To Give My Love" and the soulful "Tell Me You Will". This package is a must for all Dramatics fans.

NEW AND HOT 45'S

Love/Hate–Pebbles–MCA
I'm In Love Again–Tyrone Davis–Future
Ms. X–David Alexander–Sound Town
I Bet Ya, I'll Let Ya–Ada Dyer–Motown
I Wonder Who She's Seeing Now–Temptations–Motown
Cold Stupid–New Choice–RCA/King Jay

HIGH PRIORITY

A HIGH PRIORITY SALUTE TO PEBBLES SONGWRITER/RECORDING ARTIST MCA RECORDS

This gifted young lady knew at age four what she wanted to do. She remembers telling her mother she would someday become a recording star. Her date with destiny and stardom are on the horizon. Currently enjoying a tremoundous amount of success with the single **Love/Hate** produced by **Andre Cymone** from the movie **Beverly Hills Cop 2**. This native of Oakland is looking forward to her debut **Pebbles** album on **MCA Records** scheduled for a fall release. The first single **Girlfriend** was written and produced by two of the hottest writers/producers in the business, **L.A.** and **Babyface** of **The Deele**. This multi talented young (22 years) lady has all of the ingredients to become a major recording star. Born **Perri Mc-Kissack** the moniker **Pebbles** was given by her godfather so audiences would remember. The music industry is about to meet a gifted singer, songwriter and producer that will not be forgotten. Look out world h-e-r-e's MCA recording star **Pebbles**.

Bob Long

BLACK CONTEMPORARY SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Req. Rank	Rotat.	Sales Rank	Video	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.	Hot Cuts
1	**Levert**-Casanova-Atlantic	1	10	2	H	1	Y	Y	8	2	
2	**Force MD's**-Love Is A House-Tommy Boy	3	10	3	H	2	Y	Y	25	5	
3	**Michael Jackson**-Can't Stop Loving You-Epic	4	5	1	H	3	Y				
4	**Smokey Robinson**-One Heart Beat-Motown	2	13	5	H	4	Y	Y	5	23	
5	**D. Warwick/J. Osborne**-Love Power-Arista	7	9	9	H	7	Y	Y			
6	**System**-Nighttime Lover-Atlantic	11	11	6	H	10	Y	Y			
7	**L.L. Cool J**-I Need Love-Def Jam	25	5	5	H	22	Y	Y	1	12	
8	**Babyface**-I Love You Babe-Solar/Capitol	8	11	7	H	8	Y	Y			
9	**Herb Alpert**-Making Love In The Rain-A&M	19	8	19	H	18	Y		12	23	
10	**Anita Baker**-No One In The World-Elektra	21	8	28	H	16	Y	Y	31	74	
11	**Isley, Jasper, Isley**-Givin' You-CBS	15	10	16	H	20	Y	Y			
12	**The Jets**-Cross My Broken Heart-MCA	12	9	13	H	11	Y	Y			
13	**Klymaxx**-Divas Need Love Too-MCA	18	9	20	H	15	Y	Y			
14	**Whitney Houston**-Didn't We Almost...-Arista	26	5	27	H	25	Y	Y	3	12	
15	**Theresa**-Last Time-RCA	17	11	15	H	14	Y	Y			
16	**Natalie Cole**-Jump Start-Manhattan	6	13	11	H	5	Y	Y	18	7	
17	**Lisa Lisa**-Lost In Emotion-Columbia	24	6	23	H	23	Y	Y	21	16	
18	**Colonel Abrams**-How Soon We Forget-MCA	20	7	18	H	17	Y	Y			
19	**Georgio**-Tina Cherry-Motown	5	16	10	H	6	Y		20	18	
20	**Atlantic Starr**-One Lover At A Time-WB	10	12	8	H	9	Y	Y	12	21	
21	**Prince**-U Got The Look-Paisley Park	28	6	30	H	29	Y	Y	23	20	
22	**Stephanie Mills**-Rush On Me-MCA	30	5	25	H	30	Y	Y	2	11	
23	**Kool & The Gang**-Holiday-Mercury	9	10	14	M	12	Y	Y	56	40	
24	**Fat Boys**-Wipe Out-Tin Pan Apple	29	5	4	M	27	Y	Y	4	13	
25	**Sherrick**-Just Call-Warner Bros.	31	7	26	M	31	Y	Y			
26	**J. Blackfoot/A. Hines**-Tear Jerker-Edge	16	14	24	M	21		Y	39	6	
27	**Madame X**-Just That Type Of Girl-Atlantic	36	5	35	M	34	Y	Y			
28	**New Edition**-Helplessly In Love-MCA	35	5	33	M	33	Y	Y			
29	**Glen Jones**-We've Only Just Begun-Jive/RCA	37	5	37	M	35	Y	Y			
30	**Freddie Jackson**-Jam Tonight-Capitol	13	12	17	M	13	Y	Y	9	44	
31	**General Kane**-Girl Pulled A Dog-Motown	32	9	34	M	32	Y	Y			
32	**Debarge**-Dance All Night-Striped Horse	33	8	31	M	39	Y	Y			
33	**Surface**-Lately-Columbia	40	4	39	M	38	Y	Y	30	22	
34	**Vaneese Thomas**-Let's Talk It Over-Geffen	14	13	12	M	19	Y	Y	46	3	
35	**Four X 4**-Come Over-Capitol	43	4	22	M	24	Y	Y			
36	**Jody Watley**-Don't You Want Me-MCA	51	2	21	M	26	Y	Y			
37	**Lakeside**-Bullseye-Solar/Capitol	42	6	29	M	28	Y	Y			
38	**John White**-Out Of My System-Geffen	45	6	32	M	38	Y	Y			
39	**Starpoint**-The More We Love-Elektra	47	4	38	M	40	Y	Y			
40	**Jennifer Holiday**-Heart On The Line-Geffen	46	6	36	M	37	Y	Y			

INDIE TOP 20

	Title	Lst Wk	Ttl. Wks.	Stations
1	**DeBarge**–Dance All Night–Striped Horse	2	8	WXYV-WHUR-WVEE-WOWI-WZAK-WJIZ-WENN-WPAL-WDIA-WGPR.
2	**Romeo**–OOH Baby Baby–Triple T	3	9	WOWI-KPRS-WENN-JET94-WQFX-WPDQ-KPRW-KRNB-WPAL-WANM.
3	**J. Blackfoot/Ann Hines**–Tear Jerker–Edge	1	16	WZAK,WLOU,WHUR,WBLZ,KJLH-Heavy Rotation on WBMX.
4	**Microphone Masters**–Francine–Eclipse	6	9	XHRM-KDAY-KBCE-KSOL-WRAP-WJIZ-WTMP-WANM-WTLC-WZAK.
5	**Aaron Allen**–Do The Whop–Profile	7	9	KMJQ-WPAL-WFXC-WKXI-WZAZ-KJCB-WQIS-WALT-WEDR.
6	**Slave**–Juicy O–Ichiban	11	6	WEDR-KPRS-WJIZ-WENN-WFXC-WZAZ-WWWS-KDKO-K104.
7	**Givens Family**–I'm Still Waiting–P.J.	12	5	WZAK-WENN-WQFX-WDAS-KRNB-WTMP-KPRS-WPEG-WBLX.
8	**5TH Avenue**–Exception To The Rule–Paradise	13	4	WLOU-KJCB-KKPW-KRNB-WFXC-WJYL-WBLQ-WCKX-WUFO-WPAL.
9	**Dana Dane**–Cinderfella Dana Dane–Profile	14	4	WDJY,WVEE,KRNB,WBMX,WGCI,KPRS,KDAY,WATV,WKXI,KMJM
10	**David Alexander**–Ms. X–Soundtown	16	3	WENN-WKXI-WTLC-KKDA-WHRK-WGCI-WJLB-WBMX-WANM-WJIZ
11	**Surf M.C.**–Surf Or Die–Profile	17	3	KRNB-WTMP-KDAY-WCKX-WKGN-KDKS
12	**Cover Girls**–Spring Love–The Fever/Sutra	8	7	WBMX-WKXI-WQIS-WALT-WQQK-WORL-Z103-KDKO-K104
13	**Jesse James**–I Can Do Bad...–T.T.E.D.	9	14	WILD,WOWI,WAMO,WFXC,WHYZ,WTMP,WZAK,WJIZ,WCIN
14	**Joyce Simms**–Lifetime Love–Sleeping Bag	4	15	WTMP,WFXC,KPRS,WKWM,KOKY,WZAZ,WWWS,WVOI,WNHC,KKSS.
15	**Mini Curry**–I Think I'm Over You–Total Experience	5	12	Heavy Radio Activity-Major label Interest.
16	**War**–Low Rider–Priority	18	7	WHUR-WQQK-WDAS-WHRK-WEDR-XHRM-JET94-WALT-KDKS-WANM.
17	**Bose**–Rock The World–Rockwell	19	2	WDIA-WKXI-WYLD FM-KQXL-KIIZ-KDAY-WJMI
18	**UTFO**–Ya Cold Wanna Be With Me–Select	20	2	WZAK-KPRS-KSOL-WATV-WFXC-KIIZ-KDKO-KDAY-WALT-Z16
19	**Tyrone Davis**–I'm In Love Again–Future	-	D	WGPR-KSOL-WZAK-WTLC-WDJY-WTMP-WWWS-K-97-WDIA-WANM.
20	**Boys On The Block**–Let It Be–Fantasy	-	D	WDAS-WAMO-WEDR-WWDM-WANM-WWWS-WHYZ-WGPR

COUNTRY

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 117 Stations

97 Stations Reported This Week

When Your Yellow Brick Road Turns Blue
John Anderson–MCA
35 Adds

One For The Money
T.G. Sheppard–Columbia
29 Adds

I Won't Need You Anymore
Randy Travis–Warner Bros.
28 Adds

Only When I Love
Holly Dunn–MTM
22 Adds

Souvenirs
Lane Caudell–16th Avenue
22 Adds

#1 SINGLES

RETAIL

Born To Boogie
Hank Williams, Jr.–(Warner Bros./Curb)
Three Time Loser
Dan Seals–(EMI America)
The Hand That Rocks The Cradle
Glen Campbell–(MCA)
Child Support
Barbara Mandrell–(EMI America)
Fishin' In The Dark
The Nitty Gritty Dirt Band–(Warner Bros.)
She's Too Good To Be True
Exile–(Epic)

REQUESTS

Make No Mistake, She's Mine
Kenny Rogers/Ronnie Milsap–(RCA)
The Hand That Rocks The Cradle
Glen Campbell–(MCA)
The Way We Make A Broken Heart
Rosanne Cash–(Columbia)
Fishin' In The Dark
The Nitty Gritty Dirt Band–(Warner Bros.)
Little Ways
Dwight Yoakam–(Reprise/Warner Bros.)
She's Too Good To Be True
Exile–(Epic)
Child Support
Barbara Mandrell–(EMI America)

INDIE TOP 20

	Title	Lst Wk	Ttl. Wks.	Stations
1	**Charley Pride**-If You Still Want A Fool Around-16th Ave.	1	8	KWRE 24/19, KVOO 30/25, KFEQ 22/18, KCTI 25/19, WPNX 23/22
2	**Tim Malchak**-Restless Angel-Alpine	2	6	WKDY 25/20, KWZD 30/26, WCAV 33/28, KHOC 28/25, WMYQ 27/23
3	**A.J. Masters**-255 Harbor Drive-Bermuda Dunes	3	6	WKDY 33/30, KPOW 36/33, KICE 16/15, KBFS 30/25, WSCG 31/23
4	**Darlene Austin**-I Had A Heart-Magi	6	4	KSJB 38/32, WSDS 35/32, KBFS 44/37, KHOC 39/37, WSDQ 37/35
5	**Mickey Clark**-You Take The Leavin'...-Evergreen	8	4	WVAR 43/33, WLET 33/30, WKCW 43/33, KRKT 48/36, WASP 44/40
6	**Toni Price**-I Want To Be Wanted-Prairie Dust	7	4	KCTI 35/32, KHOC 33/32, WSCG 40/30, WSCP 49/44, KIXZ D/42
7	**Wyatt Brothers**-Stay-Wyatt	9	5	KPOW 29/26, WSCG 33/25, WASP 39/35, WSDS 40/37, WKCW 44/38
8	**Cheryl Handy**-Will You Still Love Me...-Compleat	4	8	WSCG 17/12, WMMK 13/10, WLET 16/13, KSO 39/32, KINO 35/30
9	**Freddie Hart**-Best Love I Never Had-Fifth Street	10	4	WSDS 34/29, WKCW 28/25, KRKT 32/25, KIXZ 41/35, WKDY 44/38
10	**Margo Smith**-Hold Me-Playback	11	4	WKCW 34/31, WSDS 42/36, WVAR 50/39, KFRD 47/43, WCAW 47/45
11	**Lane Caudell**-Souvenirs-16th Avenue	18	2	KHOC D/44, WLET D/47, KWRE D/50, KPOW A/46, WPAY-A
12	**Alibi**-Roller Coaster-Comstock	13	3	KRKT 25/21, KHOC 41/40, KPOW 43/39, WPCM D/50, KFEQ 50/48
13	**The Kendalls**-Dancin' With Myself Tonight-Step One	5	8	WSCP 34/29, WJJC 33/32, KAVV 49/48, KICE 12/11, WLCO 26/25
14	**Dusty Martin**-Don't Give Up On Lovin'...-Sound Track	17	2	KXAL 24/18, KRKT 50/49, WSDQ-A, WJRD-A, WSCG-A, WLCO-A
15	**Tim Johnson**-Hard-Headed Heart-Sundial	D	D	WCVR 39/34, KHOC D/38, KCTI 43/40, WJJC 50/46, WGSQ D/48
16	**Ogden Harless**-Somebody Ought To Tell...-Door Knob	19	3	WKCW 20/17, WVAR D/44, WSCG D/48, KHOC 47/46, WLET D/50
17	**Morgan Ruppe**-Teardrop-Hummingbird Of Clover	20	2	WVAR 30/26, KBFS 47/36, WAGI 39/36, WGSQ 47/44, WKCW D/49
18	**Ernie Bivens 3rd**-The Only Thing I'll Hold Against...-GBS	14	3	WSCG 22/17, WVAR 48/41, WKDY 35/32, KCTI 45/42, KBFS D/43
19	**The Steffin Sisters**-Paddlin' Joe-Kansa	D	D	WKCW D/46, WVAR D/46, KCTI D/49, WSDS D/50, WMUF-A
20	**James Vanderburg**-I Gave Her The Ring-Li'l Bill	D	D	KXAL D/49, WKCW D/50, WGSQ D/50, KBOE D/50, KFGO-A

COUNTRY SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Req. Rank	Rotat.	Sales Rank	Video	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.	Hot Cuts
1	**Kenny Rogers/Ronnie Milsap**-Make No Mistake...-RCA	3	11	2	Hot	1	N	N	43	D	I Prefer The Moonlight
2	**Hank Williams, Jr.**-Born To Boogie-WB/Curb	1	13	1	Hot	2	N	Y	1	6	Young Country
3	**Dan Seals**-Three Time Loser-EMI America	6	11	17	Hot	3	N	Y	-	-	On The Front Line
4	**Don Williams**-I'll Never Be In Love Again-Capitol	5	13	16	Hot	9	N	Y	-	-	-
5	**Glen Campbell**-The Hand That Rocks...-MCA	8	14	3	Hot	4	N	N	-	-	For Sure, For Certain...
6	**Exile**-She's Too Good To Be True-Epic	7	13	7	Hot	7	N	Y	-	-	-
7	**The Forester Sisters**-You Again-Warner Bros.	11	11	14	Hot	13	N	Y	35	4	Down The Road
8	**The Oak Ridge Boys**-This Crazy Love-MCA	10	13	9	Hot	12	N	Y	-	-	Rainbow At Midnight
9	**Barbara Mandrell**-Child Support-EMI America	12	10	8	Hot	5	N	Y	31	2	Sure Feels Good
10	**Rosanne Cash**-The Way We Make A Broken...-Col.	13	11	4	Hot	8	N	N	8	6	Real Me/Flat Top Box
11	**The Nitty Gritty Dirt Band**-Fishin' In The Dark-WB	14	9	5	Hot	6	N	Y	36	18	Joe Knows How To...
12	**Highway 101**-Whiskey, If You Were A Woman-WB	2	15	RC	RC	16	N	Y	5	7	Cry, Cry, Cry
13	**Restless Heart**-Why Does It Have To Be...-RCA	4	14	RC	RC	18	Y	Y	10	33	Wheels/New York...
14	**The Statler Brothers**-I'll Be The One-Mercury	15	13	20	Hot	10	N	Y	22	3	Maple Street...
15	**Judy Rodman**-I'll Be Your Baby Tonight-MTM	16	12	28	Hot	11	N	Y	38	20	What's A Broken...
16	**John Conlee**-Mama's Rockin' Chair-Columbia	22	9	34	Hot	18	N	Y	-	-	American Faces
17	**Dwight Yoakam**-Little Ways-Reprise/Warner Bros.	28	7	6	Hot	17	N	Y	3	17	Always Late With...
18	**Charley Pride**-If You Still Want A Fool..-16th Ave	23	8	30	Hot	30	N	Y	28	14	Even Knowin'
19	**The O'Kanes**-Daddies Need To Grow Up...-Col.	20	11	21	Med.	19	Y	Y	18	33	-
20	**Donna Fargo/Billy Joe Royal** - Members Only - Mer.	21	11	22	Med.	28	N	Y	-	-	-
21	**Foster & Lloyd**-Crazy Over You-RCA	25	9	10	Med.	27	N	N	-	-	-
22	**The Desert Rose Band**-Love Reunited-MCA/Curb	27	9	15	Med.	35	N	Y	40	8	He's Back And I'm...
23	**Conway Twitty**-I Want To Know You Before...-MCA	29	9	23	Med.	15	N	Y	45	18	Snake Boots
24	**T. Graham Brown**-Brilliant Conversationalist-Cptl.	9	14	RC	RC	22	Y	Y	21	11	RFD 3055
25	**Tanya Tucker**-Love Me Like You Used To-Capitol	32	6	18	Med.	14	N	Y	29	3	Heartbreaker
26	**Juice Newton**-First Time Caller-RCA	31	7	25	Med.	33	N	N	-	-	-
27	**Kathy Mattea**-Train Of Memories-Mercury	17	15	RC	RC	24	N	Y	32	41	-
28	**Eddy Raven**-Shine, Shine, Shine-RCA	35	6	35	Med.	23	N	N	-	-	-
29	**Earl Thomas Conley**-Right From The Start-RCA	36	5	24	Med.	20	N	Y	47	44	-
30	**Crystal Gayle**-Nobody Should Have To Love...-WB	33	7	37	Med.	40	N	Y	-	-	-
31	**Tim Malchak**-Restless Angel-Alpine	34	6	29	Med.	41	N	N	-	-	-
32	**George Strait**-Am I Blue-MCA	45	3	11	Med.	26	N	Y	4	31	Hot Burning Flames
33	**Bellamy Brothers**-Crazy From The Heart-MCA/Curb	42	4	33	Med.	38	N	Y	-	-	-
34	**John Schneider**-When The Right One Comes...-MCA	37	7	31	Med.	44	N	Y	49	13	Angelena
35	**Tammy Wynette**-Your Love-Epic	39	7	32	Med.	37	N	Y	-	-	Higher Ground
36	**Alabama**-Tar Top-RCA	53	3	12	Med.	34	N	Y	50	45	-
37	**Moe Bandy** -You Haven't Heard The...-MCA/Curb	40	6	36	Med.	42	N	Y	12	22	-
38	**The Judds**-Maybe Your Baby's Got...-RCA/Curb	54	3	19	Med.	50	N	Y	11	29	Turn It Loose
39	**The Gatlin Brothers**-Changin' Partners-Columbia	43	5	46	Med.	39	N	Y	-	-	Litte White Lies
40	**Willie Nelson**-Island In The Sea-Columbia	24	10	RC	RC	29	N	Y	19	7	All In The Name...

ON DECK

Record Rank	Title	Lst Wk.	Ttl Wks	Req. Rank	Rot.	Sales Rank	Vid	On Tour	Current LP This Wk	Current LP Ttl. Wks	Hot Cuts
41	**Baillie And The Boys**-He's Letting Go-RCA	51	3	-	Lite	46	N	N	-	-	-
42	**Gene Watson**-Everybody Needs A Hero-Epic	47	4	26	Lite	43	N	Y	-	-	-
43	**A.J. Masters**-255 Harbor Drive-Bermuda Dunes	46	6	38	Lite	-	N	N	-	-	-
44	**Randy Travis**-I Won't Need You Anymore-WB	59	2	13	Med.	36	N	Y	2	15	Good Intentions
45	**Schuyler, Knobloch & Bickhardt**-No Easy...-MTM	50	4	39	Lite	48	N	Y	-	-	-
48	**Holly Dunn**-Only When I Love-MTM	60	2	-	Lite	51	N	Y	23	12	Why Wyoming
50	**Ricky Van Shelton**-Somebody Lied-Columbia	64	2	27	Lite	49	Y	Y	16	23	Ultimately Fine
53	**Mel McDaniel**-Love Is Everywhere-Capitol	56	4	40	Lite	45	N	Y	37	5	-
54	**Lee Greenwood**-If There's Any Justice-MCA	66	2	41	Lite	-	N	Y	41	7	Touch And Go Crazy
56	**Sawyer Brown**-Somewhere In The Night-Cap./Curb	68	2	-	Lite	52			-	-	-
57	**Charly McClain**-And Then Some-Epic	65	3	-	Lite	-	N	N	-	-	-
58	**Darlene Austin**-I Had A Heart-Magi	62	4	44	Lite	-	N	Y	-	-	-
60	**Mickey Clark**-You Take The Leavin'...-Evergreen	67	4	45	Lite	-	N	N	-	-	-
61	**Toni Price**-I Want To Be Wanted-Prairie Dust	63	4	-	Lite	-	N	N	-	-	-
62	**David Lynn Jones**-Bonnie Jean-Mercury	70	2	-	Lite	-	Y	N	-	-	-
65	**T.G. Sheppard**-One For The Money-Columbia	D	D	-	Lite	-	N	N	-	-	-
66	**Steve Wariner**-Lynda-MCA	D	D	-	Lite	-			42	25	Hey Alarm Clock
67	**Wyatt Brothers**-Stay-Wyatt	69	5	-	Lite	-			-	-	-
68	**John Anderson**-When Your Yellow Brick...-MCA	D	D	-	Lite	-			-		
69	**Tom Wopat**-Susannah-EMI America	D	D	-	Lite	-			-	-	-

Arrangers' Publishing Company's vice president, Jeff Hearington (left) enjoys the good news with APC president W. C. Gore (right) and arranger/partner Jay Dawson (center) about the fourth successful year of the Nashville based educational print music company. Photo by Don Putnam.

To The Beat Of a Different Drum!

Nashville truly is Music City, U.S.A.. Although most Americans have the impression that Nashville is 90 percent country music, it simply isn't so. True, we are proud of the fact that Nashville is the "home of country music," and probably best known for country. However, all styles and modes of music are written and recorded in Nashville.

In recent years, there has been a strong migration of songwriters to Nashville. They are moving in from both coasts, the heartlands and all points in between. They write all styles of music: pop, jazz, gospel, contemporary Christian, blues, country, etc.. And, yes, we even have arrangers working on "marching" music just in time for the football season!

Arrangers' Publishing Company marches into the fourth successful year! "We've got millions of people marching to our tune, or more appropriately, our tunes," says W. C. Gore, president of Arrangers' Publishing Company of Nashville.

With all of the excitement of a football game half-time show, Arrangers' Publishing Company is heralding the success of three great years of marketing marching band arrangements of quality contemporary songs and evergreens.

"We've got bands in all fifty states marching to the 'Tennessee Waltz'," Gore relates. Jay Dawson, my partner, arranged a series of songs popularized by gospel superstar Sandi Patti, and it's become one of our hottest items."

Gore, a former high school band director, felt that there was a real need for new, fresh material that didn't exist, according to his research among other directors. He got together with a few major arrangers that leaped at the idea of doing exciting things with hit, pop, country, black, and gospel songs.

Gore gives most of the credit for APC's success to the quality arrangers that have been engaged. "We're using Barry McDonald, Steve Smith, Chris McDonald, Tom Wallace, and other nationally known arrangers. We have over 150 pieces of material in the market place and our 1987 series is the best of all."

"We're selling directly to high schools and colleges, and have our own nationwide dealer distribution network. We're taking different kinds of Nashville music to a lot of

(continued on page 30)

CASH BOX COUNTRY ALBUMS

Title, Artist, Label, Number, Distributor
★ = Available on Compact Disc
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

SEPTEMBER 5, 1987

		LW	WOC
1	*BORN TO BOOGIE* HANK WILLIAMS, JR. (Warner Bros./ Curb 1-25593)	2	6
2	*ALWAYS AND FOREVER*• RANDY TRAVIS (Warner Bros. 25568-1)	1	15
3	*HILLBILLY DELUXE* DWIGHT YOAKAM (Reprise/ Warner Bros. 25567-1)	3	17
4	*OCEAN FRONT PROPERTY**□ GEORGE STRAIT (MCA 5193)	5	31
5	*HIGHWAY 101* HIGHWAY 101 (Warner Bros. 1-25608)	7	7
6	*GREATEST HITS** REBA McENTIRE (MCA 5979)	4	16
7	*TRIO* * □• D.PARTON, L.RONSTADT, E.HARRIS (Warner Bros. 25491-1)	6	24
8	*KING'S RECORD SHOP* ROSANNE CASH (Columbia FC 40777)	9	6
9	*80'S LADIES* K.T. OSLIN (RCA 5924-1))	14	7
10	*WHEELS* * RESTLESS HEART (RCA 5648)	8	33
11	*HEARTLAND* * □ THE JUDDS (RCA/Curb 5916-1)	10	29
12	*YOU HAVEN'T HEARD THE LAST OF ME* MOE BANDY (MCA/CURB 5914)	12	22
13	*STORMS OF LIFE**• RANDY TRAVIS (Warner Bros. 25435-1)	13	64
14	*HARMONY* ANNE MURRAY (Capitol ST-12562)	15	14
15	*WHAT IF WE FELL IN LOVE* CRYSTAL GAYLE & GARY MORRIS (Warner Bros. 1-25507)	20	5
16	*WILD EYED DREAM* RICKY VAN SHELTON (Columbia FC 40602)	17	23
17	*EXIT 0** STEVE EARLE & THE DUKES (MCA 5998)	11	12
18	*THE O'KANES* THE O'KANES (Columbia BL 4059)	16	33
19	*ISLAND IN THE SEA* WILLIE NELSON (Columbia FC 40487)	19	7
20	*THE WAY BACK HOME* VINCE GILL (RCA 5923-1)	26	6
21	*BRILLIANT CONVERSATIONALIST* T. GRAHAM BROWN (Capitol ST 12552)	18	11
22	*MAPLE STREET MEMORIES* THE STATLER BROTHERS (Mercury 832-404-1)	29	3
23	*CORNERSTONE* HOLLY DUNN (MTM ST-71063)	24	12
24	*SWEETHEARTS OF THE RODEO** SWEETHEARTS OF THE RODEO (Columbia FC 40406)	21	55
25	*HANK LIVE* * HANK WILLIAMS JR. (Warner Bros./ Curb 9-25538-1)	22	29
26	*ANGEL BAND* EMMYLOU HARRIS (Warner Bros. 25583-1)	23	8
27	*GUITARS, CADILLACS, ETC., ETC.* DWIGHT YOAKAM (Reprise/ Warner Bros. 25372-1)	27	90
28	*AFTER ALL THIS TIME* CHARLEY PRIDE (16th Avenue ST-70550)	28	14
29	*LOVE ME LIKE YOU USED TO* TANYA TUCKER (Capitol CLT 46870)	32	3
30	*ASLEEP AT THE WHEEL X* ASLEEP AT THE WHEEL (Epic FE 40681)	25	23
31	*SURE FEELS GOOD* BARBARA MANDRELL (EMI-AMERICA ELT 46956)	38	
32	*WALK THE WAY THE WIND BLOWS** KATHY MATTEA (Mercury 830 405-1)	33	41
33	*AMERICANA* MICHAEL MARTIN MURPHEY (Warner Bros. 25500-1)	31	22
34	*HEART AND SOUL* RONNIE MILSAP (RCA 6245-1)	DEBUT	
35	*YOU AGAIN* THE FORESTER SISTERS (Warner Bros. 2557 1-1)	37	4
36	*HOLD ON* THE NITTY GRITTY DIRT BAND (Warner Bros. 25573-1)	36	18
37	*GREATEST HITS* MEL McDANIEL (Capitol St-12572)	45	5
38	*A PLACE CALLED LOVE* JUDY RODMAN (MTM ST-71060)	40	20
39	*WINE COLORED ROSES* * GEORGE JONES (Epic FE 40413)	39	45
40	*THE DESERT ROSE BAND* THE DESERT ROSE BAND (MCA/Curb 5991)	42	8
41	*IF THERE'S ANY JUSTICE** LEE GREENWOOD (MCA 5999)	30	7
42	*IT'S A CRAZY WORLD* * STEVE WARINER (MCA 5926)	35	25
43	*I PREFER THE MOONLIGHT* KENNY ROGERS (RCA 6484-1)	DEBUT	
44	*CRACKIN' UP* RAY STEVENS (MCA 42020)	34	10
45	*BORDERLINE** CONWAY TWITTY (MCA-5969)	49	18
46	*WHAT A GIRL NEXT DOOR COULD DO* GIRLS NEXT DOOR (MTM ST 71062)	48	4
47	*TOO MANY TIMES* * EARL THOMAS CONLEY (RCA 5619-1-R)	41	44
48	*AFTER MIDNIGHT* JANIE FRICKIE (Columbia C 40666)	44	14
49	*YOU AIN'T SEEN* * *THE LAST OF ME* JOHN SCHNEIDER (MCA 5973)	47	13
50	*THE TOUCH* * • ALABAMA (RCA 5649)	46	45

ALBUM REVIEW

T. G. SHEPPARD– One For The Money– Columbia C 40796

T. G. has an uncanny ability to choose the perfect country songs to fit his smooth as satin style. This is the kind of album I would want to fall asleep listening to, and wake up to in the morning. Sheppard makes singing sound so easy. Tempos may vary, but T. G. never seems to strain to make the performance. "Echoes In My Heart" stood out amid the strong. This LP should be in every country music lover's collection.

ALBUM REVIEW

SAWYER BROWN– Somewhere In The Night– Capitol/Curb CLT-46923

The selection on this LP compares to the way Sawyer Brown dresses...quite a variety! Some are tender and some are downright tough. The combined album feeling is one of "attack and retreat", which has been known to be a successful tactic. We enjoyed the outfront vocal harmonies on "Old Photographs", which is a touching country ballad.

OUT OF THE BOX

WAYLON JENNINGS (MCA-53158) **Rough And Rowdy Days** (2:31) (Waylon Jennings, Tom Collins-BMI) (W. Jennings, R. Murrah) (Producers: J. Bowen, W. Jennings) This is the first single release from Waylon's new album, "A Man Called Hoss." It is a song about Waylon's memories of batching with Johnny Cash when he first moved to Nashville. The arrangement and vocals are purely Waylon Jennings (that style he does so well). But, you can add some "horn" sounds to this one, too. The record has a short play time (2:31), but it is filled up with Waylon at his best!

FEATURE PICKS

T. GRAHAM BROWN (Capitol B-44061) **She Couldn't Love Me Anymore** (3:13) (Rich Hall, Fame-ASCAP/BMI) (Maddox, Henderson, McGuire) (Producer: B. Logan)

The moving, emotional voice of his T-ness leads the listener on a "lost love" journey. Unique phrasing seems to come so easily to this artist, and he has the ability to "crack" his voice at the perfect time. This one is set to a solid, funky beat in the mid-tempo range. "Bluesy" feel on a country hit!

MERLE HAGGARD & WILLIE NELSON (Epic 34-07400) **If I Could Fly** (4:15) (Blazy Folley-BMI) (B. Folley) (Producers: M. Haggard, W. Nelson)

Don't worry about the 4:15 play time. You're gonna love every second of it! We dare you to listen only once. Words of description, to relate the performances of these two country legends, are hard to find. A fine song, with subtle Spanish influences, becomes a purely delightful country symphony.

RONNIE ROGERS (MTM B-72094) **Good Timin' Shoes** (3:40) (Lawyer's Daughter, Ronnie Rogers-BMI) (R. Rogers) (Producer: T. West)

This is Ronnie's first MTM single, and this super songwriter hands us a positive and happy song about getting away from the troubles and hard work of everyday life. Rogers' fine vocal fronts a super production by Tommy West, featuring keyboards in the arrangement. Excellent initial release.

VOLUNTEER JAM XIII ANNOUNCED. Southern rock legend Charlie Daniels (left) is joined by the Volunteer Jam's living logo, Rack Daniels, in greeting reporters recently to announce the Sunday, Sept. 6th, Volunteer Jam XIII at the Starwood Amphitheater in Nashville. Daniels also announced that the legendary Lynyrd Skynyrd Band will be reuniting for their first concert appearance since 1979 at the Jam. Volunteer Jam is one of the most unique and celebrated concert and broadcast events in the world. Volunteer Jam XII drew more than 14,000 fans last summer. It included guest appearances by more than 35 acts performing over 100 songs! Photo by Bill Thorup.

REBA STRIKES GOLD AGAIN! MCA/Nashville recording artist Reba McEntire recently hosted a luncheon for executives of MCA Distribution, who were in Nashville for national meetings. Following the lunch, Reba was presented with a gold album for her "Greatest Hits" LP. It was her third gold album this year. Pictured (l. to r.) are: Bruce Hinton, executive vice president and general manager MCA/Nashville; Bill Carter, Reba's manager; Reba; Bob Schnieders, vice president of branch distribution, MCA; and John Burns, executive vice president of MCA distribution. Photo by Beth Gwinn.

NASHVILLE NOTE-ABLES

Rattlesnake Annie... Appalachian-Based Blues With Country Infused

Rattlesnake Annie

I could have talked with her all day long. Unfortunately, she didn't have that much time. As it was, I got to spend about 45 fascinating minutes with **Rattlesnake Annie**. The interview follows. I am printing it in question and answer form so you readers can grasp how deeply Annie is dedicated to her music and her craft.

Q. How would you describe your style of country music?

"I would say Appalachian-based blues..because of where I come from. My hometown is about halfway between Memphis and Nashville. I have worked on stage with everyone from **Bill Monroe** to **The Harlem Blues and Jazz Band** and, yet, I'm sure I communicate with the basic country music fan."

Q. I, myself, have referred to you, in print, as the female Willie Nelson. It comes across that way because of the honesty you both have as performers. But, what would you say is different about your styles and writing?

"Well, first, let me thank you for the compliment. I would say the most blatent difference would have to be my Appalachian influence. Willie has some Spanish influence in his music because he grew up close to it. In Texas, you naturally hear more of it growing up. He also has a lot of Texas swing feel. We have a lot in common with the blues, though.

We have often perfromed together, and it works well. I know we were both influenced by black co-workers when we were young, and the blues became an important ingredient in our musical styles. As a matter of fact, Bill Monroe and I have done duets of blues songs. He's one of the best blues pickers in the world! Most people have no idea that Bill is a fantastic blues man. He even 'scat' sings. I would go through a lot for the opportunity to perform blues with Bill Monroe. That's music! I'm thankful that I don't have to spend my life trying to make a song that I think someone would *buy*!"

Q. What type **of songs do you enjoy performing, or feel most comfortable performing?**

"It totally depends upon a lot of things. I love children's songs, dirges like "Long Black Limosine", humorous songs, and so on. I feel strong emotions about all kinds of songs. When I'm performing, I give myself to the moment! For example, when I went to England, I found they enjoyed my same old songs as well as the crowds do here. Sometimes, I get lost in the music. I just thrill to the lyrics and the melodies! I spend a lot of time in Spain because I love to study Flamenco music. My musical interests vary widely.

I don't ever remember not performing. I had a trio, with my cousins, and we were the community singers. We played weddings, funerals, and community gatherings of all sorts. So, you see, we had to perform all types of songs, even back then. There was always the vision of being a professional musician. It beat the alternative...farm work at home."

Q. Who has been the biggest musical influence in your life?

"**Willie Nelson**. He was not only an influence because of his writing and music. He is such an individual with his marketing, presentations, and charitable dedications."

Just to see how deeply Annie thinks (and I could tell she *was* a deep thinker), I asked the following question, which always gives me some feedback on individuals.

Q. If you could invite any three people, from the past or present, to dinner and conversation, who would they be, and why?

"**Ghandi**; because I would like to talk with him about his philosophies. I would enjoy learning more of his knowledge and beliefs.

Jesus; because I'd like to 'have a little talk with Jesus.' Of course, I would want to find out as much about Him as possible.

Melina Mercouri (former actress who is now the minister of culture for the government of Greece); because she has always been one of the most powerful spokespeople for women's rights and human rights."

Oh, yes. **Rattlesnake Annie** is much more than a country girl who sings the blues. She's a very wise lady the whole world can use!

Joe Henderson

CASH BOX COUNTRY SINGLES

SEPTEMBER 5, 1987

	Title Artist, Label, Number	L W	W O C
1	*MAKE NO MISTAKE, SHE'S MINE* KENNY ROGERS/RONNIE MILSAP (RCA 5209-7)	3	11
2	*BORN TO BOOGIE* HANK WILLIAMS, JR. (Warner Bros./Curb 7-28369)	1	13
3	*THREE TIME LOSER* DAN SEALS (EMI America B-43023)	6	11
4	*I'LL NEVER BE IN LOVE AGAIN* DON WILLIAMS (Capitol B-44019)	5	13
5	*THE HAND THAT ROCKS THE CRADLE* GLEN CAMPBELL (MCA 53108)	8	14
6	*SHE'S TOO GOOD TO BE TRUE* EXILE (Epic 34-07135)	7	13
7	*YOU AGAIN* THE FORESTER SISTERS (Warner Bros. 7-28368)	11	11
8	*THIS CRAZY LOVE* THE OAK RIDGE BOYS (MCA 53023)	10	13
9	*CHILD SUPPORT* BARBARA MANDRELL (EMI America B-43032)	12	10
10	*THE WAY WE MAKE A BROKEN HEART* ROSANNE CASH (Columbia 38-07200)	13	11
11	*FISHIN' IN THE DARK* THE NITTY GRITTY DIRT BAND (Warner Bros. 7-28311)	14	9
12	*WHISKEY, IF YOU WERE A WOMAN* HIGHWAY 101 (Warner Bros. 7-28372)	2	15
13	*WHY DOES IT HAVE TO BE (WRONG OR RIGHT)* RESTLESS HEART (RCA 5132-7)	4	14
14	*I'LL BE THE ONE* THE STATLER BROTHERS (Mercury 888-656-7)	15	13
15	*I'LL BE YOUR BABY TONIGHT* JUDY RODMAN (MTM B-72089)	16	12
16	*MAMA'S ROCKIN' CHAIR* JOHN CONLEE (Columbia 38-0723)	22	9
17	*LITTLE WAYS* DWIGHT YOAKAM (Reprise/Warner Bros. 7-28310)	28	7
18	*IF YOU STILL WANT A FOOL AROUND* CHARLEY PRIDE (16th Avenue B-70402)	23	8
19	*DADDIES NEED TO GROW UP TOO* THE O'KANES (Columbia 38-07187)	20	11
20	*MEMBERS ONLY* DONNA FARGO/BILLY JOE ROYAL (Mercury 888-680-7)	21	11
21	*CRAZY OVER YOU* FOSTER & LLOYD (RCA 5210-7)	25	9
22	*LOVE REUNITED* THE DESERT ROSE BAND (MCA/Curb 53142)	27	9
23	*I WANT TO KNOW YOU BEFORE WE MAKE LOVE* CONWAY TWITTY (MCA 53134)	29	9
24	*BRILLIANT CONVERSATIONALIST* T. GRAHAM BROWN (Capitol B-44008)	9	14
25	*LOVE ME LIKE YOU USED TO* TANYA TUCKER (Capitol B 44036)	32	6
26	*FIRST TIME CALLER* JUICE NEWTON (RCA 5170-7)	31	7
27	*TRAIN OF MEMORIES* KATHY MATTEA (Mercury 888-574-7)	17	15
28	*SHINE, SHINE, SHINE* EDDY RAVEN (RCA 5221-7)	35	6
29	*RIGHT FROM THE START* EARL THOMAS CONLEY (RCA 5226-7)	36	5
30	*NOBODY SHOULD HAVE TO LOVE THIS WAY* CRYSTAL GAYLE (Warner Bros. 7-28409)	33	7
31	*RESTLESS ANGEL* TIM MALCHAK (Alpine APS-007)	34	6
32	*AM I BLUE* GEORGE STRAIT (MCA-53165)	45	3
33	*CRAZY FROM THE HEART* BELLAMY BROTHERS (MCA/Curb 53154)	42	4
34	*WHEN THE RIGHT ONE COMES ALONG* JOHN SCHNEIDER (MCA 53144)	37	7
35	*YOUR LOVE* TAMMY WYNETTE (Epic 34-07226)	39	7
36	*TAR TOP* ALABAMA (RCA 5222-7)	53	3
37	*YOU HAVEN'T HEARD THE LAST OF ME* MOE BANDY (MCA/Curb 53132)	40	6
38	*MAYBE YOUR BABY'S GOT THE BLUES* THE JUDDS (RCA/Curb 5255-7)	54	3
39	*CHANGIN' PARTNERS* LARRY, STEVE, RUDY: THE GATLIN BROTHERS (Columbia 38-07310)	43	5
40	*ISLAND IN THE SEA* WILLIE NELSON (Columbia 38-07202)	24	10
41	*HE'S LETTING GO* BAILLIE AND THE BOYS (RCA 5227-7)	51	3
42	*EVERYBODY NEEDS A HERO* GENE WATSON (Epic 34-07308)	47	4
43	*255 HARBOR DRIVE* A.J. MASTERS (Bermuda Dunes C117)	46	6
44	*I WON'T NEED YOU ANYMORE* RANDY TRAVIS (Warner Bros. 7-28246)	59	2
45	*NO EASY HORSES* SCHUYLER, KNOBLOCH & BICKHARDT (MTM B-72090)	50	4
46	*A LONG LINE OF LOVE* MICHAEL MARTIN MURPHEY (Warner Bros. 7-2830)	18	15
47	*ONE PROMISE TOO LATE* REBA McENTIRE (MCA 53092)	19	15
48	*ONLY WHEN I LOVE* HOLLY DUNN (MTM B-72091)	60	2
49	*NOWHERE ROAD* STEVE EARLE & THE DUKES (MCA 53103)	26	13
50	*SOMEBODY LIED* RICKY VAN SHELTON (Columbia 38-07311)	64	2
51	*WILL YOU STILL LOVE ME TOMORROW* CHERYL HANDY (Compleat CP-176)	48	8
52	*SNAP YOUR FINGERS* RONNIE MILSAP (RCA 5169-7)	30	15
53	*LOVE IS EVERYWHERE* MEL McDANIEL (Capitol B-44052)	56	4
54	*IF THERE'S ANY JUSTICE* LEE GREENWOOD (MCA-53156)	66	2
55	*WHY I DON'T KNOW* LYLE LOVETT (MCA/Curb 53102)	41	13
56	*SOMEWHERE IN THE NIGHT* SAWYER BROWN (Capitol/Curb B-44054)	68	2
57	*AND THEN SOME* CHARLY McCLAIN (Epic 34-07244)	65	3
58	*I HAD A HEART* DARLENE AUSTIN (Magl MR 4444)	62	4
59	*DANCIN' WITH MYSELF TONIGHT* THE KENDALLS (Step One SOR-374)	38	10
60	*YOU TAKE THE LEAVIN' OUT OF ME* MICKEY CLARK (Evergreen EV 1058)	67	4
61	*I WANT TO BE WANTED* TONI PRICE (Prairie Dust PD-8744)	63	4
62	*BONNIE JEAN (LITTLE SISTER)* DAVID LYNN JONES (Mercury 888 733-7)	70	2
63	*THEY DON'T MAKE LOVE LIKE WE USED TO* SHENANDOAH (Columbia 38-07128)	58	5
64	*TELLING ME LIES* DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS (Warner Bros. 7-28371)	44	14
65	*ONE FOR THE MONEY* T.G. SHEPPARD (Columbia 38-07312)	DEBUT	
66	*LYNDA* STEVE WARINER (MCA 53160)	DEBUT	
67	*STAY* WYATT BROTHERS (Wyatt W104)	69	5
68	*WHEN YOUR YELLOW BRICK ROAD TURNS BLUE* JOHN ANDERSON (MCA 53155)	DEBUT	
69	*SUSANNAH* TOM WOPAT (EMI America B-43034)	DEBUT	
70	*BEST LOVE I NEVER HAD* FREDDIE HART (Fifth Street CR 1091)	72	4
71	*HOLD ME* MARGO SMITH (Ployback PL 1302)	73	4
72	*SOUVENIRS* LANE CAUDELL (16th Avenue B-70403)	83	2
73	*HYMNE* JOE KENYON (Mercury 888-642-7)	55	8
74	*TORN-UP* VICKI RAE VON (Atlantic America 7-99442)	71	2
75	*ROLLER COASTER* ALIBI (Comstock COM 1856)	77	3
76	*FALLIN' OUT* WAYLON JENNINGS (MCA 53088)	49	16
77	*BABY YOU'RE GONE* JANIE FRICKIE (Columbia 38-07363)	DEBUT	
78	*BABY I WAS LEAVING ANYHOW* BILLY MONTANA & THE LONG SHOTS (Warner Bros. 7-28256)	DEBUT	
79	*DON'T GIVE UP ON LOVIN' ME* DUSTY MARTIN (Sound Track ST-1102)	82	3
80	*HARD-HEADED HEART* TIM JOHNSON (Sundial SR 135)	87	2
81	*LOVE WILL NEVER SLIP AWAY* SUZY BOGGUSS (Capitol B-44045)	75	2
82	*SOMEBODY OUGHT TO TELL HIM THAT SHE'S GONE* OGDEN HARLESS (Door Knob DK 87-283)	84	3
83	*TEARDROP* MORGAN RUPPE (Humming Bird Of Clover MC-103)	85	3
84	*WHAT A GIRL NEXT DOOR COULD DO* GIRLS NEXT DOOR (MTM B-72088)	52	10
85	*THE ONLY THING I'LL HOLD AGAINST YOU IS ME* ERNIE BIVENS 3rd (GBS 749)	78	4
86	*WORDS TO MY SONG* CHUCK GRAY (Door Knob DK 87-282)	88	3
87	*PADDLIN' JOE* THE STEFFIN SISTERS (Konsa KA 636)	DEBUT	
88	*I GAVE HER THE RING (SHE GAVE ME THE FINGER)* JAMES VANDERBURG AND THE VANDELS (L'il Bill L.B. 103)	DEBUT	
89	*SLID INTO HOME* TOM HORNER (Art Pro AP 9001)	DEBUT	
90	*A TRICK OF THE HEART* DOUG IRVING (Adirondock AR 1011)	DEBUT	
91	*WALKING ON SUNSHINE* JUDY LINDSEY (Gypsy G 83872)	DEBUT	
92	*FIRST TIME LEAVIN'* KELLY PEDERSEN & THE MESA BAND (Maske MSK 45-002)	DEBUT	
93	*THE TRAILER SONG* THE HUTCHINS BROTHERS (Lamon LR 10160)	76	5
94	*GERONIMO'S CADILLAC* JEFF STEVENS AND THE BULLETS (Atlantic America 7-99433)	57	6
95	*(LOVER OF THE) OTHER SIDE OF THE HILL* RUSTY WIER (Black Hat BHR 103)	80	4
96	*COLD HEARTS/CLOSED MINDS* NANCI GRIFFITH (MCA 53147)	61	5
97	*LOST IN THE SHUFFLE* LIZ LYNN METZ (Rotation LB4 2787)	79	5
98	*THIS HEART IS ALREADY TAKEN* GLADYS WHITNEY (Sundial SR 131)	86	3
99	*RENTED ROOM* JEANNE PRUETT (MSR 1956)	74	9
100	*DANCIN' IN THE MOONLIGHT* DURELLE AMES (Advantage CP 175)	81	4

ALPHABETICAL LISTING ON INSIDE BACK COVER

INDIE SPOTLIGHT

STENMARK-MUELLER BAND (Envelope NV-7004) **Lover To Lover** (Time unlisted) (April Blackwood, Fullness-BMI) (J. Fuller, J. Hobbs) (Producer: J. Fuller)

This is certainly one fine Indie product! It features an outstanding male/female vocal duet on a beautiful song. Clear, crisp production presents the smooth, easy-listening composition in a perfect manner. The arrangement builds and flows to a strong chorus. Our review panel was very impressed and voted the Stenmark-Mueller Band our Indie Spotlight by unanimous decision.

INDIE FEATURE PICKS

DOLLY HARTT (Kass KR-7-2488) **Ain't No Easy Way Out** (2:35) (Peer-Talbot,-BMI) (V. Gossett) (Producers: A. Kitchen, B. Vaughn)

Dolly Hartt shows her versatility by movin' and groovin' on this release. Good beat song with sax fills and lead guitar ride. Dolly is joined in her strong vocal performance by a bottomless bass singer and a "spititual soul" soprano in the background. Effective product and a good chart bet.

SILVER (Southern Tracks ST-1085) **Play Anything By George Jones** (3:19) (Morehead, Lowery-BMI) (J. A. Charping) (Producer: P. Cook)

The melody sounds familiar, but that's a good sign. Good, solid country vocal. Storyline about a lady who asks the band to play a request.."anything by George Jones." Solid pickers back up the vocal, here. Appealing country.

LYNNE WILSON (Envelope NV-7005) **A Good Thing Going Wrong** (2:47) (Tree-BMI) (H. Howard, M. Berg) (Producers: D. Johnson, J. Powers, C. Freeman)

After a light and airy intro, Lynne starts singing some heavy lyrics in this "let's save our love" song idea. Lynne Wilson has a country sound which is a rarity..best described as "ala Lacy J.." Mid-tempo release with harmony fullness in the chorus. Lynne seems very comfortable with the song.

Arrangers *(continued from page 27)*

new venues."

Gore's assistant, Jeff Hearington, says that writers, publishers and arrangers have been really excited about another area of exploitation of their works and another source of revenue, namely educational print. Gore says he always thought it was ironic that,.."in a town where the two biggest industries were printing and music, no major marketeer of printed music existed."

With exciting new arrangements of "Rocky Top," "Hey! Baby!," "Rock 'n Roll Hoochie Koo," "Rockin' Robin," "T For Texas," and many more, here comes Arrangers' Publishing Company marching right down Music Row to every high school and college bandroom all over America!

THANKS, CASH BOX REPORTERS, FOR THE HELP ON MY NATIONAL CHART DEBUT...

"FIRST TIME LEAVIN' "

KELLY PEDERSEN & THE MESA BAND

WATCH FOR "HEARTACHE COMES LOOKING FOR YOU" IN SEPTEMBER.

KELLY IS NOW APPEARING AT:
MESA COUNTRY
SHERATON HARBOR PLACE - ON THE RIVER
FT. MYERS, FLA.
SHOWS NIGHTLY
PHONE: (813) 337-0300

MASKE RECORDS
36 TRAIL DAIRY CIRCLE
NORTH FT. MYERS, FLA. 33903

NEW PLAYERS

Indie Ink...

Avista **Records** has announced the upcoming release of **Adam Baker's "Standing Invitation."** This will be his fourth single on the label. In recent months, Baker has kept a busy schedule of touring and personal appearances. Through his affilation with **World Class Talent** earlier this year, he has excalated his booking activities and personal appearances.

RCP recording artist, **Bonnie Leigh**, is set to film her debut music video for her upcoming release **"Let's Go Moonwalking."** She has just returned from England and Europe where she, along with officials of her management company, **Coke-El**, set the wheels in motion for international booking and record distribution.

Canyon Creek recording artist, **Rosemary Sharp**, just completed an extensive tour of radio stations in the United States and Canada in support of her current single **"Real Good Heartache."** Now back in her hometown of Ft. Worth, Texas, Rosemary is putting the finishing touches to her debut Canyon Creek album with **Bart Barton** at ther production helm.

A. J. Masters recently taped his debut appearance on **The Nashville Network's "New Country"** show. The show is scheduled to air September 10th and features selections from this debut **Bermuda Dunes** album **"Back Home"**, and his current nationally charted single **"255 Harbor Drive." Black Hat** recording artist, **Rusty Wier**, recently headlined the world famous **Austin, Texas Aquafest**. Wier performed selections from his album **"Kum-Bak Bar And Grill"** and his new single **"Lover Of The Other Side Of The Hill."**

Joe Henderson

DARK HORSE CONSENSUS

BOBBY G. RICE– You Lay So Easy On My Mind– Door Knob U-19720

WAGI, WKCW, WASP, WSDS, KFGO and KYKX were only a few of the stations giving Bobby G. Rice the Dark Horse pick this week. Bobby has a good habit of producing good products, and this release is certainly showing strong for Bobby, again.

MORGAN RUPPE

THANKS, CASH BOX REPORTERS, FOR MY SECOND CHART SINGLE "TEARDROP"

ON

HUMMINGBIRD OF CLOVER RECORDS

DISTRIBUTED BY: TNT

801 N. 16th, NASHVILLE, TN. 37206

(615) 227-3602
(615) 228-2833

"I GAVE HER THE RING. SHE GAVE ME THE FINGER"

LIL BILL RECORDS

JAMES VANDERBURG SAYS

"THANKS, CASH BOX REPORTERS, FOR MY 2nd CHART SINGLE"

DISTRIBUTED BY: TNT

801 N. 16th, NASHVILLE, TN. 37206

(615) 227-3602
(615) 228-2833

UK BUZZ

THE SMITHS

EMI seem to be the only ones pleased about **The Smiths** split. A&R head **Nick Gatfield** said, "Both **Morrissey** and **Johnny Marr** have signed on the dotted line. Every contract has a clause which gives the label the rights to any work they do whether or not the band splits up. Essentially, we now have to acts for the price of one."

A statement was issued on behalf of The Smiths, giving full confirmation that Johnny Marr, guitarist and composer, has quit the band. They say they are currently selecting a new guitarist. The statement stresses "the concept of The Smiths will remain the same and the group will continue to promote their forthcoming single and album releases and are eager to plan live dates once a new guitarist has been selected."

Marr denies that the split was acrimonious. It seems to be down to the infamous musical differences although he says, "I've got absolutely no problem with what The Smiths are doing. The new stuff is the best we've ever done. I'm really proud of it. But there are things that I want to do that can only happen outside The Smiths. There is nothing approaching acrimony between myself and the other members of the band. I've know them all a long time and I love them. There is no truth in the idea that Morrissey has any problem with the company I keep, personally or workwise."

However, one potential source of acrimony could be yet to emerge: the use of the name The Smiths. Marr was genuinely surprised when informed that Morrissey intended to continue using it, but decided, "I think that's probably tied up with a lot of legal things." Marr intends to get back into public view as soon as possible. "I've already recorded some stuff and it's gone very well. There's every chance that I'll be forming a permanent group." There was even a rumor that Marr was to join **Paul McCartney** on tour, but both Marr and McCartney's camp refused to comment on the possibility...

Public Image Limited have gathered new members and are putting out a new album. Their new single is called "Seattle."

"It's nothing to do with Seattle, really," said drummer **Bruce Smith**, former **Pop Group** and **Rip, Rig and Panic**. "It's just that we wrote it in about 10 minutes. Seattle is the epitome of low-life."

Interviewing **Johnny Lydon** was a traumatic experience. After 20 minutes of being abused by him I finally insulted him back and he said he was too bored to continue the interview and left. He returned half an hour later under pressure from his press officer and a diplomatic expedition from Smith, and did a quick slagging session of **Malcom McLaren, Joe Strummer** and **The Beastie Boys**. Not very interesting, really, but the record is quite good and his new hairstyle, with bits of orange synthetic fur wired into it, is very amusing...

Dieter Meier, vocalist with Swiss duo **Yello** (Phonogram), bumped into **Shirley Bassey** in a supermarket–they are next-door neighbors in Switzerland. The result is the very divine single, "The Rhythm Divine." Meier was previously a professional gambler, and his life still involves a certain amount of risk-taking, which may explain why he has just chosen to be managed by the anarchic **Stevo**, head of Some Bizarre Records and manager to **Marc Almond** and **Matt Johnson**.

Meier is also involved in making a film, writing a book, and installation artwork...

Gene Loves Jezebel (Beggars Banquet/Geffen) have just completed their new album at **Richard Branson**'s Manor Studios in Oxfordshire. The single "Notion of Love" is the usual mesmerizingly emotional stuff. The band are about to embark on their American tour. Twin **Michael Alston** said, "I'm much happier in America because at least we are appreciated there. In England, people only want to talk about our image and complain that we wear make-up. Yet, at the same time, they see us as something dark and gothic, when really we are colorful and joyous."

Brother **Jay** said, "It will take us a long time to be recognized. We have to wait for the people who support us to move up the scale into positions of power. I take refuge in the fact that in the '70s the NME put **Jethro Tull** on the cover a long time before they took **Marc Bolan** on...

The major heavy metal event of the year will be held next week. This year's Donnington is sponsored by Harp Lager. Acts to appear include **Cinderella, Wasp, Anthrax, Metallica, Dio**, with **Bon Jovi** headlining the event. Promoters are already in a panic that this year's number of forged tickets will exceed last year's.

Chrissy Iley

Argentinian News

BUENOS AIRES – The latest album by Julio Iglesias, "Un Hombre Solo", is enjoying very strong sales after a successful promo visit by Iglesias to Argentina. Iglesias starred on a Channel 13 tv program and CBS hosted a party at the Mau Mau discotheque with the entire press corps on hand. Alberto Caldeiro, Sergio Garcia and Hugo Piombi, CBS execs, traveled recently to Vancouver, Canada, to attend an International CBS gathering where they unveiled their newest products.

Vicente Justo Amorena of Distribuidora Belgrano Norte reports the signing of a contract with Daniel Grinbank to distribute his new label, DG Discos, which includes both local and international product. The first launching includes the first album by local group Duna and British artists The Boshoi. Grinbank has produced records in the past, but ceased his activities in this field after a serious slump in sales, two years ago.

Sicamericana's Horacio Serto reports strong promotion work after the first album by Alejandor Vezzani, well known composer turned singer. Vezzani is in the melodic-pop field and his product is considered of international value; a tv special has been recorded, along with several video clips with the main tunes from the album.

It is understood that Interdisc will again be distributed by EMI, after some time with IPC, the indie distribution network. Interdisc filed for bankrupcty last year but has managed to reestablish itself and appears to have a future under the direction of Ruben Aprile; EMI distributed the label some time ago but ties were severed following a divergence of opinion that seems to have been resolved for now.

RCA has appointed Jorge Alvarez as its new A&R manager; Alvarez helped start more than twenty years ago, the local rock movement with his label Mandioca, after rocking the scene with an indie book publishing house. Afterwards he traveled to Spain and has been producing records and working for the industry in Madrid. He is considered a bright talent and will probably help to develop new artists for the affiliate of Bertelsmann/Ariola in this country.

Microfon's president Mario Kaminsky reports that the new album by Herald Bosio is selling strongly, while his previous effort is still appearing on the charts. Microfon also has a hit with the second LP by tv actor Juan Carlos Calabro posing as a singer, which surprised the market with good figures.

Japan

TOKYO – Osamu Sato, a managing-director of Victor Musical Industries, has been selected as the presedent of "BMG Victor Co., Ltd." which has been newly established as a joint company of Nippon Victor (JVC) and BMG Music Co., Ltd. (BMG is Bertelsman Music Group). The new company will start operations on Sept. 21, 1987. The company will produce rock, pop, new music and other Japanese trational music along with other international music licensed by RCA, Arista and Motown. At the same time, Rudolf Gassner has been nominated as the chairman of the board of directors. Concurrent with the start of the new company, RVC Co., Ltd. (presdent of Shu Kaneko) will be disolved and its business will be transferred to the new company. The company will be located at Shibuya-ku in Tokyo and it's operating capital is 450,000,000 yen ($3,000,000) by investments shared equally by JVC and BMG Music.

According to a survey conducted by the Cash Box Tokyo office, sales reported by the four main record dealers in Japan in July, 1987 remained steady with a 3-5% increase over last year. "Yasuna", a big retailer in Omiya a suburb of Tokyo, however, reported that the sales dropped 20% from last year. Incidentally, the four main dealers surveyed were Daiichi-Gakki (Sendayi). Yasuna (Omiya), Jujita (Tokyo) and Akoya-Gakki (Osaka).

Artists showing splendid sales this month are Misato Watanabe, Haund Dog, Shonentayi, Yoko Ogonome and the late Yujiro Ishihara.

Japan's Top Ten

Top Ten 45's		
1. Nile In Blue	Momoko Kikuchi	Vap
2. Pocket Ni Tayiyo	Tomomi Nishimura	Toshiba EMI
3. Marionette	Boowy	Toshiba EMI
4. Izayoi Monogatari	Nahoko Kawayi	Nippon Columbia
5. Kimi Dakeni	Shonetayi	Warner Pioneer
6. Kuchibiru Heart	Hikari Ishida	Teichiku
7. Amaryllis	Minayo Watanabe	CBS Sony
8. Wanderer	Checkers	Canyon
9. Panic	Yuma Nakamura	For Life
10. 50/50 (Fifty Fifty)	Miho Nakayama	King

LIVE GOLD – Epic recording artist Stevie Ray Vaughan was visited recently by executives of CBS Records Canada who presented Vaughan with a gold record award for the album, "Live Alive." Pictured backstage at a recent Toronto area show are (l - r): Don Oates, vp, sales and mkt'g, CBS Records Canada; Double Trouble members Reese Wynans and Tommy Shannon; Vaughan; Double Trouble member Chris Layton; and group publicist Charles Comer.

Rock *(continued from page 6)*

get the mass acceptance and big hits critics and bizzers have predicted for them, they have had enormous influence on both the underground and overground. The Ramones eponymous first album in 1976 lit a fire beneath the rock 'n' roll throne, forcing fat superacts to get back to basics and rekindle the original spirit of rock 'n' roll. X too was influenced by the Ramones, but they took it several steps further, fusing thrash with hillbilly harmonies, poetic lyrics, and even pre-punk sounds. Somehow, though, it just didn't add up at the cash register.

"Commercial success isn't the most important thing to us," says vocalist Joey Ramone. "We're more concerned with upholding our integrity, our high ideals. Maintaining your self-respect: that's most important to us, being the best, not selling ourselves short or selling-out our audience. That's everybody else's goal, it seems, everybody else is in it for the money and we're in it for the love of rock 'n' roll basically."

X's Exene Cervenka and John Doe also put the integrity of their music ahead of mass success. "I don't think mainstream success is the issue. Mainstream success is really terrifying – isn't that where people recognize you on the street and stuff? I think something like a few more people liking us or knowing about us is good," says Cervenka.

Still, they are among the few bands that have outlived the scenes that spawned them. The common denominator seems to be brilliant songwriting, and that perhaps has enabled both groups to transcend the period fashion of any particular decade. "I think our song structure is why we're still here and other bands aren't," says Doe. "Abandoning the loud fast rules has always been a part of us – we'll do it and won't do it. And that's why some quote punk rock bands didn't like us from the beginning."

"We don't include filler," says Joey Ramone. "Everything we do has to be the best it can be. Usually there's about twenty-five, thirty-five songs written and we pick out the twelve or fifteen strongest songs."

Indeed, with nine studio albums to their credit, The Ramones have amassed one of the most enduring song catalogues of the past ten years. We posed a hypothetical question: If the Ramones' master tapes were going to be burned tomorrow and he had to salvage five songs, which ones would he choose?

"I guess I'd salvage the earlier stuff because, as it is, a lot of those albums are out of print," says Joey Ramone. "Maybe not in America but in England, Canada. 'Glad To See You Go.' 'Carbona Not Glue.' 'Sheena.' 'I Don't Care,' I'd salvage that one. We gotta salvage the classics: 'Beat On The Brat,' 'Blitzkrieg Bop.' How many do we have now – four? (laughs) I guess a lot of people would think 'Pinhead"s gotta be salvaged. I guess it should be but that's not one of my top five, even though it should be. So I've gotta give you six, or somebody's gonna be mad at me."

X's Doe and Cervenka have also come up with their share of '80's classics, though one of "See How We Are"'s best songs, "Fourth Of July," was penned by Dave Alvin, the ex-Blaster who briefly joined X when guitarist Billy Zoom left last year (he's been replaced by Lone Justice's Tony Gilkyson). Still, there is no dearth of stunning Cervenka/Doe compositions on the album, as one listen to "I'm Lost," "In The Time It Takes," and the title track would prove.

The groups are currently touring (separately), with X slated to co-headline with Warren Zevon this fall after a series of European shows with The Call and 10,000 Maniacs. The Ramones are also on tour, performing with a new drummer, ex-Blondie Clem Burke, who has replaced Richie Reinhardt.

Wilson *(continued from page 10)*

lyrics and plans to make even more active contributions to her next project. Her enthusiasm glows brightly, the wide-eyed teen admits that the sudden exposure and attention are a new sensation. Shanice confessed "Sometimes I get a little nervous, but it's all very exciting"

All this work sometimes proved a little trying for Shanice, she remembered "There were times that I would plan to go out with my friends, then something would pop up and I would have to go back to the studio. It's a lot of work, it's hard." "But," she concluded with a giggle "I love it! Sometimes I can't believe it, it's like a dream."

CELEBRATION – BMI threw a congratulations party for singer/songwriter Eddie Chacon whose first Columbia Records single, a remake of The Beatles' "All You Need Is Love," was released August 19. Celebrating with Chacon were friends from both BMI and his publishing and management company, SBK Entertainment. Pictured above are (l-r): Victoria Clare, creative director, SBK; Chacon; and DeDe Sugar, BMI's executive writer/publisher relations.

Orphan Pacts With Profile

NEW YORK–Detroit's Orphan Records has entered into an exclusive pressing and distribution deal with New York's Profile Records. The initial two-year agreement will kick off with the release of three Orphan projects: Bridgett Grace's "Just a Memory," Siri Lini's "You Make Me Come Alive," and Marcus's "Monkey on My Back." Additionally, the label has formed a video arm, Orphan Eyes Video.

Enigma *(continued from page 6)*

with a large number of retailers. We have not closed any of those arrangements because it's a little premature for us. We only have the four machines, at most, in November."

Enigma is excited about the potential for marketing their lesser known acts through the system, and they are planning to utilize the visibility in retail outlets to increase consumer awareness. "We're always looking for new avenues to market our products," stated Hein. "I think we're going to see ourselves doing specials, doing different things built around the Personics system. If we find we're wasting marketing time, then we'll rethink it."

The possibility of consumers making "best of" tapes using only singles, instead of purchasing the 7" vinyl product, is a problem that Hein is prepared for, but Enigma is not particularly worried about losing these sales to Personics tapes. Hein commented "In the first couple of months we'll find out if people are focusing in on our main artists and whether these things are crowding out sales of other records. I really don't think these things are going to cannibalize other sales. We might lose some single sales, but singles are our loss leader anyway."

MANIACS BENEFIT– Elektra recording group 10,000 Maniacs appeared at The Ritz in New York City and donated the proceeds to the Nicaragua Hospital Relief Fund. Pictured above are (l-r): (back row) Peter Leak, manager; Suzanne Berg, associate director, A/C promotion, Elektra; Robin Sloan, VP video, Elektra; Gary Casson, senior VP business affairs, Elektra; Peter Philbin, VP of A&R, West Coast, Elektra; Ann Littin, national singles sales manager, Elektra; and Lisa Frank, promotion marketing manager, East Coast, Elektra. (front row) Hale Milgrim, senior VP marketing, Elektra; Steve Gustafson, Jerome Augustyniak, Natalie Merchant, Rob Buck, and Dennis Drew of the band; and Larry Braverman, national director of new music development, Electra.

Around The Route

By Camille Compasio

In the aftermath of the big 'flood of '87' which clobbered Chicago and suburbs the weekend of August 14-16, things are just about back to normal but the horror stories continue. As we reported in last week's column, there was so much devastation and millions of dollars in losses incurred both by private citizens as well as business owners; but, fortunately enough, most of the coin-op manufacturers and distributors we contacted suffered minimal, if any, damage. Absenteeism was actually one of the major set-backs, since the combination of flooding at home compounded by the closing down of flood ravaged streets, expressways, etc. made it impossible for people to get to work. It took Memetron's **Tom Campbell** over 3 hours to get from his home to the Memetron facilities in Lombard, IL but he made it and was grateful for the fact that the building was totally unharmed by the flood...Atlas Dist. Inc. in Chicago saw what was happening as the rains continued, got someone out to check the flat roof, correct the leakage and the result was maybe a few drops of water but no real damage at all...The docks at the Bally/LS Inc. facilities in Cicero, IL were flooded but shipments were hampered for only a day and there was no other damage...At World Wide Dist. in Chicago, there was no structural damage but a lot of employees couldn't make it to work...A similar situation prevailed at American Vending Sales in Wood Dale, IL...Let us now put this terrible experience to rest and hope that the next time the area makes history it will be for 90 degree temperatures in the month of February!

Initial shipments of the new Data East "Laser War" pingame began on August 24 and deliveries will continue until about the first week of November at which time the factory will concentrate on the foreign market. As explained by Data East Pinball exec **Jeff Walker**, since this is the company's debut pin offering, the feeling is it's more sensible to service the U.S. market first.

Made a call to Rock-Ola's executive veepee **Bette Lockhart** to try to get some info on their impending compact disc jukebox we've been hearing about. "Is it true Rock-Ola will be introducing a cd/combo unit at AMOA Expo '87?" we asked. "No comment," was Bette's reply, "but you're welcome to come out to our distributors meeting in Tucson."

What's new at Exidy? Well, to quote **Virginia Kauffman**, "our next gun system is on the planning board...but you'll have to wait until AMOA Expo to see it." Right now, The Rainbow Machine which dispenses condoms as well as other products) has everyone's attention out there – and Virginia tells us it's moving very well...As a matter of fact, **Cash Box** did a little checking

(continued on page 34)

Valley Intro's Four Player Cricket

CHICAGO–The Valley Company announced the introduction of an exclusive four-player version of Cricket as an option for its new "Cougar" and "Royal Dartes" electronic dart machines–and in easy to install kit form for units already in the field.

In designing its concept of this popular steel tip game, Valley has combined state-of-the-art technology with the features the serious dart players have been requesting. For example, one to four players can select conventional Cricket or the very popular, challenging game of "Cut-Throat" Cricket. Players' progress in closing out segments and racking up points is brilliantly illuminated in the high intensity LED overhead display; and there's Valley's exclusive double bull selector which adds up to true Cricket excitement.

For further information and referrals to authorized distributors contact The Valley Company, P.O. Box 656, Bay City, MI 48707.

Sue Jarocki To SNK

CHICAGO – Paul Jacobs, president of SNK Corporation of America, announced the appointment of Susan Jarocki to the position of Product Manager/Marketing Administrator for the coin-op division.

Ms. Jarocki most recently held a similar position with Data East U.S.A., and previously worked in the manufacturing field on the staff of Nomac, Ltd. In addition, she has held administrative positions on the distributing level of the coin-op industry with Atari Distributing and Atlas Distributing, both in Chicago, Illinois. She began her coin-op career as an arcade manager in the Chicago area.

Commenting on the appointment Jacobs stated, "We look forward to Sue making strong contributions to our company both in product development and related sales and marketing functions. Her experience in all phases of the industry – manufacturing, distributing and operating – is a big plus, and we're pleased she has joined our team."

The Dollars And $ense Of Business Promotions – Part VI

By Roger Sharpe

(Ed Note: This is the sixth in a continuing series that appears regularly in Cash Box, the purpose of which is to provide operators with practical guidelines and suggestions for improving their businesses)

So far this series has attempted to give very specific and practical information for improving business and bottomline returns that go beyond the simple activity of uncrating a new machine and plugging it in. Obviously, there is a need for a greater use and understanding of basic marketing and sales promotion techniques that can appreciably impact your revenues and draw in store traffic.

And, instead of following up on the last installment that addressed video game promotion (Cash Box, 6/27/87), the feeling of this writer was that the time was right to interrupt the flow of this series with some fundamental observations of how to best maximize your efforts so that they can be successful.

Interestingly, most of the contests, tournaments or benefits that you might want to stage are only going to attract your core audience of players. This is especially true if you leave your publicity to some simple posters or announcements on site. The assumption in this scenario is that your customers will notice the signage and ask for more information about the particular event. Secondarily, that these same individuals will then pass the word along to their friends who will do likewise until the surrounding area is informed regarding what will be taking place.

However, this assumption also means that you, ultimately, lose control of the proceedings before you even get a chance to begin. And, unfortunately, you might not be stimulating 'new' business into your location. One of the standard fallacies is that any type of 'extra activity' unto itself will bring in more revenue and

(continued on page 34)

NAMA's October Convention In Philly Is Almost Sold Out

CHICAGO – All but a handful of the available 230 exhibit spaces have been sold for this year's NAMA national convention-exhibit, which is scheduled for October 29 to November 1, at the Philadelphia Civic Center, according to Jack Rielley, NAMA director of sales.

"By early August we had space reservations from 31 new exhibitors and I am confident that we'll have a sellout of available space," Rielley Announced.

NAMA president G. Richard Schreiber noted that early registration interest and hotel reservations also point to a large turnout of vending and food service contractor specialists for the four-day convention.

Under the theme "Targeting on Profitability", the four days of business meetings will be preceded by a pre-convention seminar on October 28. Presented by Bill Casey of Paris/Casey, Inc. (New York City), the seminar will focus on employee motivation. Participation will be limited to 48 NAMA operator members and the fee will be $95.

Convention events will begin with the NAMA annual meeting on Thursday, October 29, featuring NAMA board chairman Merrill Krakauer and Leo Cherne, executive director of the Research Institute of America, as keynote speakers.

Other program features will zero in on marketing, public relations, sales promotion and developing a service attitude. Besides presentations by featured guest speakers and panelists, these topics will also be covered in round-table discussions

Route *(continued from page 33)*

around and learned that twelve Rainbow machines were recently installed on two college campuses in Marin County (Northern California).

Konami veepee **Stephen Kaufman** items that the current sellers out there are the "Boot Camp" upright and all three versions of "WEC LeMans". As for future releases, between now and October 1, Konami will be introducing three new games. One is "Dark Adventure", a 3-player, dedicated interactive adventure game. A new kit called "MX 5000" will be coming out within the next week or so. The game theme is basically a shoot-'em-up type air combat portrayal where the player engages in air, ground and sea combat. The third piece, "Blades Of Steel", is a dedicated sports game involving hockey and, as Steve told us, "We did a lot of interesting new things on 'Double Dribble' and we've gone a similar route with 'Blades Of Steel', so you will see some unique features on this game." Watch for 'em!

Promotions *(continued from page 33)*

increase the awareness and exposure of a given operation. But, for the most part, unless there is a methodical, well-thought out plan, much of what is accomplished is to only reinforce the dedication of your current market base, while only moderately broadening your pass-through, transient audience.

The challenge, then, becomes one of expanding the scope of how you announce and promote any given activity so that you're attracting new individuals who might not otherwise frequent your establishment. And how to do this in an economical fashion is an issue that often intimidates most owners who feel that all of the details are beyond their comprehension or ability.

In point of fact, what I am about to suggest is a program that is extremely easy to coordinate and implement if you are truly open to staging an event of any size at your location. simply stated, what you need to do is to contact the local media and have them pre-publicize the fact that something will be taking place. Above and beyond your own in-store announcemnts, this is the simplest way to utilize a network that exists which will be more than willing to work with you. All it takes, surprisingly, is a telephone call or letter to the local print and broadcast media. You don't need an expensive public relations company to do the work or some other 'extra' body to accomplish a professional approach that will deliver results. And it doesn't matter if you're in a major metropolitan area, a suburban location or a small town – the potential still exists to take advantage of an invaluable resource.

Most local newpapers have event calendars posting concerts, benefits, and a range of activities. Your program can get this same lineage once you contact the reporter or editor who is responsible for putting the section together. If you're not good at writing letters, then place a telephone call and alert the reporter to your business so that you might meet and inform him/her of what will be taking place. The same thing holds true for the boadcast, news media, that might not only report on your upcoming activity but also do a follow-up or "at-the-scene" coverage.

You will be amazed at how responsive these people are in not only getting stories that are newsworthy, but also in aiding your cause of staging something that is going to be exciting for the community at large. And more importantly is the personal relationships that can develop for future use when you decide to do another promotion. Add in the potential of tieing in with some other local businesses for prizes (as we have discussed previously in this series) and you suddenly have mobilized an impressive force that will gain the exposure and media support.

But your starting point goes back to a simple letter or phone call stating your plans to hold an event at a specific time and letting the process take over from there. One last point regarding this matter, however, needs to be covered and that is the publishing world's ongoing concern of "lead times." This involves the necessary advanced word that a magazine, newpaper, or even a television or radio station needs to have in order to do you and themselves any good. If you contact someone a day before your event is about to happen, there might not be enough advanced notice for the press to react. And in terms of generating more people to come to the event, obviously you're not going to get the type of impact that is easily attainable if you plan ahead and let things unfold in a sequencial manner weeks, or even months, ahead.

So help yourself in staging a promotion and utilize the resources that are available to ease your burden and gain you greater visibility. And next time, we'll continue with more specifics regarding the staging of events to particular machine categories, as well as leagues, and how everything can make dollars and sense for your business operations.

(If you'd like a copy of this article send a stamped, self addressed envelope to: Cash Box, 1442 S. 61st Ave., Cicero, IL 60650. Be sure to specify the date it appeared in Cash Box.)

PGD's 'American Speedway' Kit

"American Speedway", a 1 or 2 player simultaneous driving game, is the latest kit from Progressive Game Distributors, Inc. of El Cajon, California. The game begins with a qualifying round, where the player must complete 5 laps within 30 to 45 seconds (operator selectable through a dip switch) in order to qualify for the race. Players must then beat all of the computer controlled cars in order to move on to the next race. The game offers 13 tracks with increasing difficulty levels and different features to provide challenge and realism.

As the game progresses, players must pick up "S's" and "T's" that appear on the track for extra speed and traction. The extra speed and traction are needed in the later races since the difficulty increases for each one; and there are also bonus points which appear randomly on the tracks for pick-up.

There are four cars on the screen at all times. In the one player mode, the player races against 3 computer controlled drone cars. When two players are involved they race against 2 computer controlled drone cars. During the course of play you can bump and overtake the other cars but caution must be exercised because the other cars can also bump you.

American Speedway has 4 difficulty settings that are operator selectable. The kit includes complete steering wheel assembly, CPU board, side graphics, plexi glass marquee, monitor bexel, control panel lexan, complete harness and gas pedal assembly. A manual with complete assembly instructions is also included.

The kit comes as a generic kit for any horizontal games or as a retrofit kit for the Dynamo system cabinet.

Further information may be obtained through factory distributors or by contacting Progressive Game Distributors, Inc. at 1985 Friendship Drive, Suite J, El Cajon, Ca 92020.

NAMA *(continued from page 33)*

on October 30 and 31, according to G.H.Tansey, director of conventions and education.

Schreiber will address the convention on development of cashless vending systems, concentrating on progress made and expected in debit card applications to vending machines. Marketing Professors Don Webb and Chuck Parsons of the University of Missouri and sales consultant Nancy Hightshoe will speak on October 30, followed the next day by David Schmidt, specialist on developing "service attitudes and commitment." NAMA public relations director Walter W. Reed will present a seminar on developing vending company sales literature, on the closing day of the convention.

Among this year's highlights will be a luncheon, on Saturday, honoring G. Richard Schreiber, who will retire in December as chief executive of NAMA after a combined career with NAMA, and as publisher of Vend Magazine since the mid-1940's.

Tansey advised that NAMA is operating a central hotel reservations bureau from its Chicago headquarters and special travel discounts have been arranged with United and Delta Airlines.

Geraldine M. Zahn, owner of K&Z Garden State Venidng, Inc. (South River, NJ) is general chairperson and Peter Wechsler, of Vend-Rite Service Corp. (Bristol Township, PA) is program chairman.

There is no registration fee for NAMA members. Nonmember operators are charged $35 per person and the fee for manufacturers and suppliers is $75 for the first person and $50 each for additional persons.

For additional information contact the NAMA headquarters office at 20 N. Wacker Drive, Chicago, IL 60606 or phone the association at (312) 346-0370.

American Vending Sales Appoints Controller

CHICAGO–Jim McAllister has been named controller for American Vending Sales, Inc. of Wood Dale, Illinois. The announcement was made by Frank Gumma, president of the merchandise and amusement vending equipment distribution firm.

McAllister, who holds a degree in finance from Western Illinois University, has extensive experience in the vending industry. He has been a credit analyst for Empire Distributing, a credit manager for Bally Midwest and assistant director of credit for all Bally Distributing units.

CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum as accepted $10.00. CASH or CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with your order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—$203 Classified Advertisers (Outside USA add $78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at a rate of 35¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach the Los Angeles publication office. 6363 Sunset Blvd., Los Angeles, CA 90028 by Tuesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close TUESDAY

COIN MACHINES

FOR SALE: GAUNTLET II 4 PL $1175, SPEED BUGGY $1795, LAST MISSION $1095, FIRE TRAP $995, TOP SECRET $1495, POWER DRIVE $1295, MAX R.P.M. $945, RAMPAGE 3 PL $1295, DOUBLE DRIBBLE $1195, TIC TAC TRIVIA $995, STREET FOOT BALL UPRIGHT $895, QUARTET $1395, WORLD CUP $995, IKARI WARRIOR $1495, VICTORY ROAD $1695, SPECIAL FORCES $995, HARD BODY $1195, JACKS TO OPEN $495, GOLD WINGS $1295, SPRING BREAK $1565, GENESIS $1195, MILLIONAIRE $1495, TREASURE ISLAND 4 PLAYER ROTARY MERCHANDISER PUSHER $3495. **CALL OR WRITE NEW ORLEANS NOVELTY CO.,** 3030 NO. ARNOULT ROAD, METAIRIE, LOUISIANA 70002, TELE: (504) 888-3500.

• • •

GAME AUCTION—Jukeboxes, Pinballs, Video Games, Kits, etc. Consign Your Games Now. Call (312) 672-5922. Ask for Kevin or George. 955 North Main Street, Crete, Illinois 60417—25 miles south of Chicago! (Over 300 Games Sold Monthly). A.B.C. Commerical Auction Co.

• • •

JUKEBOX SERVICE MANUALS, books on jukeboxes, title strips. Send for our catalog of jukebox service manuals and jukebox books. Over 300 quality printed manuals listed. A.M.R. Publishing Co., P.O. Box 3007-C.B., Arlington, WA 98223. Phone (206) 659-6434.

WANTED

Old Gumball and Peanut Vending Machines, and parts. Send description and price to Don Reedy 251 W. Patrick St., Frederick, MD 21701

• • •

SEEBURG Jukeboxes and Used Amusement Games for Sale. Old Style Electro-Mechanical Pin Balls available. Videos, Shuffle Alleys and your specific requests are our Command. JUKEMUSIK and Games, Box 262, Hanover, Pennsylvania 17331—Telephone (717) 632-7205.

• • •

DISTRIBUTORS/OPERATORS for Canadian made coin operated Counter Top Games and Electronic Scales. High quality and profit. Low cost direct from manufacturer. Contact ASTRO VISION INC., 145-9 Bentley Ave., Nepean, Ont., Canada K2E 6T7, Tel: (613) 226-7515.

• • •

ATTENTION JUKEBOX OPERATORS—Sunbelt Music, Texas leading supplier to Jukebox Vendors, has the best selection of 45s at the best price! With PREPRINTED TITLE STRIPS for all new releases, and over 5,000 oldie titles, all orders shipped the same day. Use our toll free # USA-1-800-527-5137 . . . Texas 1-800-442-3136.

• • •

MATA HARI—$695; Evel Knivel—$495; Strikes & Spares—$595; Airborne Avenger—$295; Atrians—$225; Dolly Parton, Getaway—$395; Thunderbolt—$395; Nugent—$695; Hot Tip—$495; Wheels II—$395; Sheets—$295; Racer—$295; M-4—$495; Anti Aircraft—$295; MICKEY ANDERSON, INC., P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

• • •

Payphones $65 as extensions. Add kit to require coins $98. Requiring coins with free 911, timed calls or not, genuinely FCC registered $295 one ($325 quantity). Expecting soon long-distance touch-call under $400. Since '82 custom circuit board manufacturers for other payphone makers. Call 608-582-4124.

• • •

HENRY ADAMS AMUSEMENT COMPANY, 1317 South 1st Street, Temple, TX 76501—Phone (817) 778-4211. I want to buy Merit Pit Boss and Merit Triv-Whiz (sex) counter (bartop) games.

• • •

DYNAMO POOL TABLES 4x8-$1,000 each 1/3 deposit & balance C.O.D. I want to buy 22 Crownline Cig Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501.

• • •

WIRELESS VOLUME Control & Reject Unit—Minute installation time on Juke box. Choice wall mount or hand held. Interference free $180.00. Berkhoff Designs, 2561 Montaur Hy, Brookhaven, NY 11719, (516) 282-4527.

• • •

FOR SALE— Blue Chip Stock Market Wall Street tickertapes, Hi-flyers, Dixielands & uprights. We also carry a complete line of Bingo & Upright parts. Antique slots for legal areas. Draw 80 Pokers. Call Wassick Dist., Morgantown, West Virginia (304) 292-3791.

• • •

WANTED—Rowe Wall Boxes WRD-E-F. Cannady Amusement Co., 2819 Detroit Rd., Niles, MI 49120. Phone: 616-683-5913.

• • •

ATTENTION JUKEBOX OPERATORS—SUNBELT MUSIC, TEXAS LEADING SUPPLER TO JUKEBOX VENDORS, HAS THE BEST SELECTION OF 45S AT THE BEST PRICE! WITH PREPRINTED TITLE STRIPS FOR ALL NEW RELEASES

• • •

WANTED—Quarter Horses Lasers—Kenos—Mach III—Dragons Lair Pole Position—Spy Hunter—Punchout—Crossbow—Paperboy—Hangons—Gauntlets—Will exchange for Belgian Cranes—Five Line Criscross—Pokers—Bingos, etc. A&P Amuse, Hillside, New Jersey (201) 926-0700.

OVER 5,000 OLDIE TITLES, ALL ORDERS SHIPPED THE SAME DAY. USE OUR TOLL FREE # USA-1-800-527-5137 . . . TEXAS 1-800-442-3136.

• • •

WANTED: Miss Pac Man Cocktails, Whaca-mole, Skeeball, Lucky Craine. For Sale: Shopped Regular Pac Man $395, Miss Pac Man $800, Frogger $295. Call Mike or Phil (717) 848-1846.

• • •

ATTENTION! Join the Illinois Coin Machine Operators Association Now! United We State Tall. For further information call 312-369-2406.

• • •

JUKEBOX OWNERS—Sell your used 45's and picture sleeves. Highest prices paid for any quantity. Records or sleeves, Al's 2249 Cottage Grove Cleveland, Ohio 44118 (216) 321-0175

• • •

SLOT MACHINES FOR SALE—World's largest Manufacturer of Video Slots—in stock 1000 assorted Bally-Jennings—IGT-must be sold now! Si Redd, IGT, 520 So. Rock, Reno, NV 89502, (702) 323-5060.

• • •

AUCTION . . . July 11 . . 11:00 AM., Hanson Distributing Co., 24920 Gibson Drive, Warren, Michigan 48089. Phone: (313) 756-6500. Over 100 Pinball, Video, Phonographs & Pool Tables. Consignments Welcome.

MERCHANDISE

FOR SALE: PIANO

Yamaha Grand—*Ebony*—perf. cond. Used on many great hit records. Recoraing Studio closed. Must sell. $8,000. Cal (818) 509-0322.

• • •

GOVERNMENT JOBS $16,040–$59,230/yr. Now Hiring. Call 805-687-6000 Ext. R-4415 for current federal list.

REAL ESTATE

GOVERNMENT HOMES FROM $1 (U repair). Also delinquent tax property. Call 805-687-6000 Ext. GH-4415 for information.

RECORDS-MUSIC

SINGERS, MUSICIANS. Record company accepting material. Send demo tape and promo material: Dr. Dream Records, 900 E. Katella, Orange, CA 92667

• • •

FOR EXPORT: All labels of phonographic records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 40 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, NY 11230 Cable: EXPODARO. NEW YORK.

• • •

SINGERS

Let Dick Michaels Productions do a session for you with records on the national charts and great promotion.
Dick Michaels Productions, 11311 Audelia Road, Cond. 283, Dallas, TX 75243, (214) 348-4151.

• • •

JUKEBOX OPERATORS—We will buy your used 45's—John M. Aylesworth & Co., 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939

FREE CATALOG: New York's largest and most complete one-stop specializing in **Oldies But Goodies**—retail and chains only. Write to: Paramount Records Inc., Dept. CB, 81 Sheer Plaza, Plainview, N.Y. 11803

SERVICES

Operators Dist. Inc., Rt. 5 Box 336, High Point, NC 27263. Phone: (919) 884-5714 NSM phonographs—All Major Manufacturers Conversion Kits.

• • •

ACE LOCKS KEYED ALIKE: SEND LOCKS AND THE KEY YOU WANT THEM MASTERED TO: $1.65 EACH PLUS UPS SHIPPING. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, NY 11580. (516) 825-6216. OUR 49th YEAR IN VENDING.

SONGWRITERS

SUCCESSFUL MUSIC AGENT with major international contacts now accepting a few new writer-clients. Song material must be original, top-quality, well demoed, completely contractile (unpublished).
PROFESSIONALS ONLY PLEASE write for Submission Forms.
(DHO) Donn Hecht Organization, 801 N.E. Fourteenth Street, Miami/Homestead, Florida U.S.A. (305) 245-3071.
Europe: #88 Hampton Road, Forest Gate E7-ONU London, England 534-3715.

• • •

SPECIAL INTRODUCTORY OFFER
CASH BOX PLUS Radio Report
For less than the price of a First Class Subscription
SUBSCRIBE now and receive the next 51 issues of CASH BOX PLUS Radio Report
FOR $150.00
IF YOUR BUSINESS IS MUSIC
YOU NEED CASH BOX PLUS Radio Report

SUBSCRIBE NOW
CASH BOX
Radio Report

CASH BOX
130 WEST 57th STREET • NEW YORK, NEW YORK 10019
212 • 586-2640

SUBSCRIPTION ORDER
PLEASE ENTER MY CASH BOX SUBSCRIPTION
NAME
COMPANY TITLE
ADDRESS BUSINESS HOME APT NO.
CITY STATE/PROVINCE ZIP
NATURE OF BUSINESS PAYMENT ENCLOSED
SIGNATURE DATE

SUBSCRIBE NOW. SPECIAL INTRODUCTORY RATE ON CASH BOX PLUS Radio Report at $150.00 PER YEAR FOR A LIMITED TIME ONLY
Continental U.S. Only

CASH BOX
ANYTHING ELSE
IS A COMPROMISE

...when Smokey sings

"one heartbeat"

IT'S MOTOWN

Who needs advertisin
when you have a
group like ABC tellin
the world about our
own Rock & Roll
Hall of Famer?

"one heartbeat"

THE FOLLOW-UP TO
HIS TOP 10 POP HIT
"Just To See Her"
from the album,

"one heartbeat"

POP SINGLES	23
POP LPS	48
B/C SINGLES	4
B/C LPS	6

When Smokey sings
request lines (and
cash registers) ring

© 1987 Motown Record Corporation